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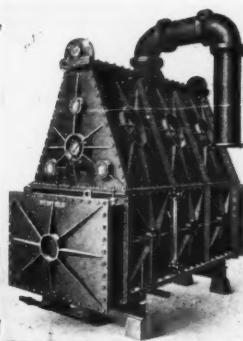
# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

PUBLISHED EVERY SATURDAY

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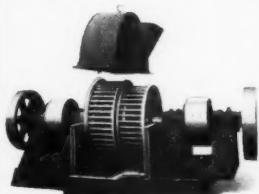
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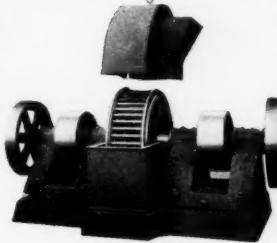


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# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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Vol. 62.

Chicago and New York, March 13, 1920.

No. 11.

## TO POPULARIZE CHEAPER MEAT CUTS

### Department of Justice Plans Drive on the Consumer

(EDITOR'S NOTE.—The following statement, prepared by the Institute of American Meat Packers, summarizes the plan of campaign just inaugurated to popularize cheaper meat cuts, in which the U. S. Department of Justice takes the leading part. This campaign is vitally important to the live stock producer, packer, retailer and consumer alike, as its successful consummation will be of benefit to all in the present situation.)

The U. S. Department of Justice is preparing a nation-wide campaign to increase the consumption of fore-quarter beef and other neglected cuts. By stimulating the demand for these meats it is hoped that the bad economy of an uneven demand for the different parts of a beef carcass will be overcome.

The Department is interested in promoting a better distribution of meats, and thereby reducing the family meat bills in every state. If housewives buy more freely of the fore-quarter meats, they can have many more pounds of good meat for much less money than they are getting at the present time.

Another element in the Department's plan is that, with the more even demand, prices for the other cuts will equalize. Even if the cost of fore-quarter meat increases somewhat as housewives understand and appreciate its value, the general level of beef prices will be reduced and customers of the meat industry, so the Department believes, will still be able to get a good deal more good beef for less money than before.

Although the central idea in the campaign as projected by the Department of Justice is to lower meat bills, and to push down the cost of living in so far as possible, any effort along this line which will injure or tend to alienate the producer is to be avoided.

The fore-quarter beef campaign will be carried on in co-operation with retailers, fair price commissioners, clubs, lecturers, civic organizations, and the meat industry generally.

#### What the Educational Campaign Will Do.

For practical purposes the general publicity matter will seek to fix the attention of the consumer on the fore-quarter cuts, which are the larger parts of the carcass, and which at the present time are most difficult to sell. Such names as chuck steak, chuck roast, plate beef for boiling, chuck pot roast and short ribs will be featured, in so far as possible, using or combining the terms which are familiar to the packer, retailer and to the purchasing public as well.

The campaign will be opened in a few

days by the Fair Price Commissions in every state, who will issue a statement announcing a "Save-Money-on-Meat" week, as well as other features. The country will be divided into zones, and this special week of intensive campaigning will be carried on in each of four zones successively. Posters calling attention to the campaign will be distributed, and publicity matter sent to all newspapers.

A general campaign over the whole country will be carried on at the same time that intensive weeks are being pushed in the individual zones.

#### A "Save Money on Meat Week."

Fair Price Commissioners will stage mass meetings, and will depend in large measure upon the packing industry for lecturers to carry the message of the campaign. All home demonstrators of the Department of Agriculture will co-operate, the Department of Justice will issue daily receipts for utilizing fore-quarter cuts.

As at present planned, zones for the four successive weeks are:

1. Illinois, Iowa, Wisconsin, Michigan, Ohio, Indiana, Pennsylvania, New York and New Jersey. March 22-March 27.

2. New England and the Pacific Coast. March 28-April 3.

3. Southern States, West Virginia, District of Columbia, Delaware, Maryland, and Missouri. April 4-April 11.

4. Texas and remainder of country. April 12-April 19.

The Fair Price Commissioners, retailers and committees of representatives of the packing industry will necessarily adjust the general campaign to meet local conditions and to schedule the right cuts for each day of the campaign.

#### Packers' Part in the Drive.

Committees of representatives of the packing industry, because of the technical nature of the campaign, will fill a vital place, and must determine its course in accordance with market conditions. The most popular and attractive publicity for consumers is naturally that which refers to lowering the cost of living. Whenever this idea is used, it is important that the idea of HOW the feat is to be accomplished should be incorporated with it.

The heart of the movement is fore-quarter beef; it is by the use of fore-quarter cuts that the meat bills of a family can be reduced. "Fore-quarter" should be talked and driven home whenever the suggestion of lowered bills is made.

(Continued on page 35.)

## Government Will Try to Show Consumer What to Buy

The statement of the Department of Justice, outlining to the general public its plans and the object of the campaign to popularize cheap meat cuts, is as follows:

"The Department of Justice announced today that it intends to begin within a few weeks an intensive educational campaign designed to lower the consumer's meat bill materially.

"The plan to be used has been tested by the Department in several places in order that its economic soundness might be demonstrated. It is expected that the efforts of the Department will have the co-operation of retail meat dealers throughout the country as well as the co-operation of the whole packing industry, including several hundred different companies.

"The Department will attempt to show the consumer the advantage of turning away from the high-priced cuts of meat, where the demand is now concentrated, to the less costly cuts, which constitute the bulk of the meat animal and which, when correctly prepared, are of high nutritive value and great palatability.

"This plan early received the sanction of numerous retailers, both individuals and association officials. Hundreds of wholesalers and packing companies throughout the country have now agreed to co-operate.

#### What the Department's Investigation Showed.

"The economic theory upon which the Department is proceeding has been corroborated by other governmental agencies in close touch with marketing conditions. After an investigation of these conditions and experiments in limited localities, the Department of Justice finds this situation existing with reference to the purchase of meats at retail:

"Those cuts of meat which are in heaviest demand—so-called choice steaks and rib roasts—constitute less than one-fourth of the steer. This concentration of demand on the portions which are available in the least quantity has driven up the price of the very cuts which are most popular.

"Failure to take advantage of the less costly cuts seems due to two factors: lack of knowledge concerning the preparation of the inexpensive pieces, and lack of information and indifference on the part of the housekeeper as to the high nutritive value and palatability of such portions.

"As a consequence good meat at low prices is dragging in the market, while meat from the same animal which is no more nourishing but is four times as costly is in great demand. For example, recent wholesale quotations from the Western market showed that the best grade short

(Continued on page 45.)

March 13, 1920.

## Voice Opposition to Anti-Packer Legislation

Hearings before the House Committee on Agriculture at Washington, this week, gave opponents of the radical anti-packer legislative proposals an opportunity to be heard. Witnesses representing livestock interests, farm papers, commission men, smaller packers and others appeared to give their reasons for believing that such legislation would be harmful to all concerned.

Testimony favoring the legislation was completed Monday with the appearance of George P. Hampton and Benjamin C. Marsh, representing the Farmers National Council, which has affiliated itself with the labor-farmer political coalition. These men strongly urged the enactment of legislation against the packing industry.

Marsh's appearance on the stand was marked by his criticism of Congressman Rainey, of Illinois. Marsh said it was a mystery to him and his associates why Mr. Rainey, who comes from the fourth congressional district of Illinois, which includes the Chicago stockyards, should have been appointed to the committee, when another congressman from Chicago was already a member.

It appeared to observers that some of Mr. Marsh's remarks constituted a threat to the entire Committee that its members would hear from his organization next election time if they failed to report out a bill against the packers. It will be recalled that Marsh has for some time been the active leader of a little group of persons who have been assailing industry. This is the same Mr. Marsh whose activities have been severely assailed by the larger farmer organizations of the United States, and by many influential farm papers.

In contrast to the attitude of these labor-farmer agitators was the attitude of the delegation from the American Farm Bureau Federation, representing the federated farmers' organizations of the United States. This committee appeared to ask that no unfair legislation be adopted, but that whatever action was taken should be in the interest of producer, packer and consumer alike.

### Livestock Men Oppose Bills.

The first large producer to appear before the Committee in opposition to legislation was L. C. Thurmond, of Oklahoma City, vice president of the Livestock Producers Association of Oklahoma, and on Monday afternoon he told the Committee that his organization was against any commission form or governmental control of packers. He said, the cattlemen of Oklahoma generally sustained a loss last year, but it was not due to the packers. Overhead expenses, lack of demand for meat, and too large a supply, he said, was responsible.

Mr. Thurmond said also that he recently made an investigation in Texas and Oklahoma, and did not believe a shortage of cattle existed. He said, however, that unless there was an increased demand the price of cattle was bound to fall lower than it now is.

Mr. Thurmond said producers in his section of the country were against legislation to regulate the packers, and that he

and others favor the packers' owning stockyards.

The witness was asked many questions by Congressman Young of Texas, regarding oil mills. Mr. Thurmond said that so far as he knew the packers operated no mills in his section of Oklahoma. During the questioning Mr. Young remarked that "In going down into my state and buying these mills the packers did it first, for the purpose of controlling vegetable oil, because it was then in competition with animal fats; and second, that when they got hold of all these mills in Texas they would say to me as a cotton producer, 'We own your oil mills, we own your gins, we will name the price of your seed and cotton,' and I do not want to give anybody that power."

Henry Veeder interrupted Mr. Young to say that Swift & Co. did not own in Texas more than 22 per cent of the oil mill crush. He also made it clear that Swift & Co. were not on the market selling oil. He explained for Mr. Young's benefit that Swift and other packers owned oil mills as a means of assuring themselves of a continuous supply at fair prices for use in connection with manufacturing.

Thurmond was followed as a witness by A. M. James, a producer of Dalhart, Texas, who objected to the entire proposal to legislate against the industry. Said Mr. James: "I believe we have laws enough, and if the packers are engaging in unfair or discriminatory practice, they can and should be prosecuted."

The witness explained that he mentioned his opposition to a livestock commission because he understood that Congressman Anderson had accepted the bill recently reported out of the Senate Committee on Agriculture by Senator Gronna. Congressman Anderson said it was true he favored a commission to regulate the packers. James told the Committee that every livestock producer he knew believed that the sooner the agitation against the packers was abandoned, the better it would be for producers and farmers.

Repeatedly during the examination Mr.

McIsaac, representing the Federal Trade Commission, interrupted with questions. McIsaac asked many questions of the witnesses regarding what he termed the 50-50 basis of Swift and Armour in the Fort Worth market. James said that if the plants at Ft. Worth were on a 50-50 basis it was simply because the plant capacity was equal. Mr. James also testified to the competition he had encountered in various markets.

Among representatives of smaller packing companies appearing before the committee so far have been Gen. Michael Ryan of Cincinnati and Geo. A. Hormel of Austin, Minnesota. H. D. Boland, editor of Farm and Fireside, San Antonio, Texas, also appeared against the legislation, saying the people in his section of the country were vigorously opposed to the bills.

### Brown Answers Colver.

Everett C. Brown, president of the National Livestock Exchange, appeared before the Committee Thursday afternoon and read a lengthy statement opposing the legislation. He also explained the function of the commission men in the stockyards and assailed Colver for the "twaddle" he uttered.

He picked to pieces Colver's statement about the small packers existing at sufferance largely, and recalled scores of instances where buyers for small companies had created a demand and "bulled" the market. He also pointed out that new concerns were constantly being started and were surviving.

He said the commission men were in no way connected with the packers, and many times crossed swords with the latter in defense of shippers. He said, unlike Colver, the commission men recognized the right of the packer to do big business in a big way and that without the packer the livestock producer would be lost. He added that the commission men have no desire to put the packer out of business or to confiscate his property or see his property turned over to others and operated less efficiently than at present.

He urged the Committee to do nothing to destroy cash livestock markets, and in answering the clamor of agitation for legislation with teeth in it not to mistakenly enact the kind with fangs instead. He urged that before any action be taken against the packers a joint Congressional Committee be appointed to hold conferences with the following organizations: American Farm Bureau Federation; Agricultural Publishers Association, American Railroad Association, American National Livestock Association, Institute of American Meat Packers, American Association of Stockyards, National Federation of Cooperative Livestock Shippers, National Live Stock Shippers League, National Swine Growers Association, National Sheep and Wool Bureau, National Wool Growers Association, Southern Cattle Mens Association, Southern Swine Growers Association, National Livestock Exchange, National Livestock Traders Exchange and the National Society of Record Associations.

Mr. Brown presented seven suggestions to the Committee for which he urged consideration. They follow:

1—New laws or amendments defining what shall constitute crimes and misdemeanors, and providing punishment therefore, would be more effective than a licensing system.

2—If the executive and judicial branches  
(Continued on page 39.)

### Delays in Mails

If you do not receive your copy of The National Provisioner on time, or if it does not come at all, please notify us of that fact, addressing your letter to The National Provisioner, Old Colony Building, Chicago, Ill.

We are anxious to give you the best possible service, but we are not responsible for the increasing inefficiency of the U. S. Post Office. There are also railroad transportation delays, due to weather and other conditions, and labor shortage and disaffection make it difficult to get good service.

Co-operation on the part of our subscribers in notifying us of deficiencies in mail delivery will enable us to correct these faults as far as possible.

## CANADA TIRES OF PACKER REGULATION

### Head of Price and Profit Fixing Court Resigns

(Staff Correspondence of The National Provisioner.)

Toronto, Ont., March 9, 1920.

Heads of the packing industry in Canada are breathing more freely since the first of March than they have since the armistice was signed. The reasons for this relaxed feeling in the business system of the biggest industry in this country are twofold.

The first reason came as a surprise last week. It was the resignation of Judge Robson of Winnipeg from the chairmanship of the Board of Commerce. But to tell properly what this meant to the packers one must go back to the days of last July, when the Canadian government decided to make by act of parliament a court—the highest in the land—from which all business in this country should take its orders.

This move on the part of the Government was an answer to the demand that something be done to reduce the cost of living. At any rate, the court was established, called the Board of Commerce, and its powers were widespread. It could investigate anything and regulate profits of any business.

Judge Robson was given the chairmanship, and before the end of July word went out that the packing industry was to be thoroughly investigated, and not only investigated, but the "millions in profits" were to be reduced to the minimum.

Packers were then subjected to a month or so scrutiny of their books and business by counsel and commissioners. The result was that in December a drastic order came from the Board fixing the profit that packers should have on their products in this country.

The packers sat tight, and in a large number of instances took their losses, but not before the heads of each of the big packing plants had placed before the Board full information, at sittings held at Ottawa, Toronto, and Montreal, as to just what the industry had to carry, and where the packing business in Canada was drifting if orders of this nature and moves to curtail the efforts of the tremendous industry were to be continued. The Board of Commerce did not rescind its orders, although some were modified.

Other manufacturers of Canada, however, did not stand the gaff as the packers did, with the result that the status and power of the court was questioned and the whole matter taken on to the Dominion Supreme Court for final judgment. Before this decision has been rendered, however, the court's whole life has been jeopardized by the resignation of Judge Robson, its moving spirit, and it may be that all its orders placing curtailments on the packers may be rescinded in a very short time.

#### Head of Court Has Changed Views.

But hear what Judge Robson has to say, as the man who issued orders regulating not only the packers' profits, but the clothiers and a dozen other lines. In his letter of resignation he says that he accepted the position last August as a result of pressure, and in the meantime

he has had an opportunity to ascertain very fully the workings of the Combines and Fair Prices Act.

As it has been found to operate, Judge Robson says he is not wholly in sympathy with the act or the restrictive principles which underlie it. He sees how in practical application it is capable of working an injustice, and of penalizing certain interests and not others.

He also regards as of doubtful constitutionality federal regulation of purely local enterprises, a point which the packers stressed at every hearing they were given before the Board. The Government has as yet made no appointment, and it is mooted in many quarters, though officially not confirmed, that the act may be changed and that the powers of the Board will no longer be such as to hurt and hamper business.

#### Labor to Demand New Increases.

Another matter that has cleared the air for Canadian packers, which proved a source of worry and annoyance last year, is the final decision that when the highly

unionized body of packinghouse workers makes further demands for wages this year those increases will be met by the public, and not by the packers.

April 1 is to see this demand made by the workers on the abattoirs and the big plants, and the new scale of a 20 to 50 per cent advance is to go into effect on May 1.

At the time of the strike last year a board of conciliation was appointed, and the Minister of Labor took a hand in an agreement being drawn up granting a 6-cent increase to all workers and a reduction of working hours from 55 to 48 per week. This agreement was made last May, and can be terminated by either party on 30 days' notice.

However, the fact that the men have signified their intention of making further demands has brought the packers right up to the place where they have definitely made it known that they cannot agree to absorb further increases. J. S. McLean, manager of the Harris Abattoir Company, declared that a further increase in wages would mean an upward tendency in the price of meats, and T. F. Matthews, of the Allied Packers, Inc., said "if any increases are given the employees it will have to come out of the consumers' pockets."

(Continued on page 37.)

## Organization of Canadian Meat Packers

Following the general attacks against the meat packing industry, and feeling the need for organization, Canadian meat packers last fall formed an association along the lines of the Institute of American Meat Packers, a body which should represent Canadian meat interests as such, and which should be prepared to co-operate with livestock interests for the common welfare.

This organization is called the Industrial and Development Council of Canadian Meat Packers, and it has furnished The National Provisioner the following statement concerning its organization and purposes:

The Industrial and Development Council of Canadian Meat Packers was formed last October as a national body with headquarters at Toronto. Its objects briefly are:

(a) To provide means of meeting for discussion and action on matters of mutual interest to producers of livestock and packers;

(b) To co-operate with breeders' associations, farmers' organizations, railways, banks and financial institutions, Federal and Provincial Departments of Agriculture and other bodies interested in the development of agriculture;

(c) To aid in the improvement of the quality and breeding of livestock on Canadian farms;

(d) To promote the development of domestic and foreign markets for all livestock and meat products;

(e) To encourage the study of the arts and sciences connected with the production of livestock, the packing of meat, and its preparation as food;

(f) To make available to the consumer a knowledge of the meat packing industry and its economic value and vital place in the transformation of livestock into food at the lowest possible cost;

(g) To place at the disposal of the Federal and Provincial Governments information which may be of service in the solution of problems that arise in connection with the livestock and packing industries.

Membership is confined to persons or firms operating Government-inspected plants under the provisions of the Meat and Canned Food Acts of the Dominion of Canada, or under provincial Government inspection. The officers of the Council elected for the first year are:

President—J. S. McLean, Harris Abattoir Company, Toronto.

First Vice-president—E. C. Fox, William Davies Company, Toronto.

Second Vice-president—Gen. J. A. Gunn, Gunn's, Limited, Toronto.

Secretary-Treasurer—S. E. Todd.

Executive Committee—O. W. Waller, Swift Canadian Company, Toronto; H. C. Wilson, Ingersoll Packing Company, Ingersoll, Ont.; H. Puddy, Puddy's, Limited, Toronto, Ont.

Since its formation the Council has been well received by Canadian farming interests and the agricultural press. Special attention is being devoted to the possibilities of developing Canadian livestock and meat production, particularly owing to the increasing desire to make the British Empire self-supporting in its food supplies.

Canada's favorable geographic position as being the nearest of the nearest of the overseas dominions to the mother country, where the chief markets are found, gives it an advantage which has not been utilized to the full, except possibly for exports of bacon of the type for which Canada has long since established a high reputation among English buyers.

The Council believes that there are two halves to the livestock industry—the one production on the farm, and the other the manufacture and marketing of meat. Representing one half it is working to create the fullest understanding and closest co-operation with the other half.

## PRACTICAL POINTS FOR THE TRADE

### LARD IN 1-LB. CARTONS.

A packer in Ohio writes for information and advice as follows:

**Editor The National Provisioner:**

We have one customer who has more so than any others been requesting us to put up our open kettle-rendered pure lard in 1-lb. cartons, but the writer never felt free toward this package for use, especially during the summer months, although we have felt that it might work out during the winter months. What is your opinion on this style package?

The 1-lb. lard carton is a package that is being used to some extent, and this is gradually growing in favor. There is no reason why open kettle-rendered pure lard cannot be put up in 1-lb. cartons both winter and summer. In winter the open kettle-rendered lard would be hard enough without adding any leaf lard to it to carry in packages in a satisfactory manner without melting. During the summer it will be advisable to use anywhere from 10 to 20 per cent of leaf lard in your open kettle-rendered lard to give it sufficient hardness to stand up without melting during the summer months.



### MARKING WRAPPED MEAT WEIGHTS.

A packer in the West has written for information on method of compliance with the federal net weight regulations as follows:

**Editor The National Provisioner:**

What is the general practice among packers in complying with the federal regulations for marking weights on wrapped meats? Does each piece of meat have to be weighed separately and marked after wrapping? How do you figure the tare?

We are informed that the practice now followed in complying with the government requirements since the passage of the law which makes it compulsory to mark net weights on wrapped meats is about as follows:

Take twenty-five separate complete wrappings of or for each different kind of product; weigh each one separately and then total the weight so as to arrive at the average weight. Wrap the meat and then weigh, allowing for the tare as above.

After getting the tare on all different kinds of product, furnish a written copy to the scalers, so they can set the tare on the scale. In addition, prepare for the billing department a sheet compiled on the basis of tares obtained, figuring from one piece to fifty pieces. This is done in order to enable the bill clerk to bill net weight. Shipping clerk will weigh gross and show gross weight on scale note, but office will deduct tare when billing as per schedule.

### EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises W. B. Farris, general superintendent Morris & Company; Myrick D. Harding, general superintendent Armour & Company; Jacob Moog, vice-president Wilson & Company; F. J. Gardner, general superintendent Swift & Company; John Robertson, general superintendent Miller & Hart; and Arthur Cushman, general superintendent Allied Packers, Inc.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

### BEEF SCRAP VS. TANKAGE FOR POULTRY.

The following inquiry has been received from an Eastern reader:

**Editor The National Provisioner:**

Will you please have your experts tell us whether tankage is suitable for chicken feed, and if not, why not, as compared with beef scrap so much used. In the consideration of this matter, let it be assumed that the stock producing the tankage is fit for beef scrap, which is the case with us.

Tankage contains the same properties as meat scrap, and the only reason why it would not be suitable for chicken feed is on account of its mechanical condition. Tankage being fine and in a powdered state, you would probably get more loss in feeding it to the chickens than if the poultry food was made from beef scraps and in a granular form.

It would naturally pay the operator if the stock producing the tankage, as he states, is fit for beef scrap, that it be made into beef scrap, as it would naturally demand a higher price as chicken feed than if made into tankage and sold as chicken feed.

We would also call attention to the fact that the odor from beef scrap is not as pronounced as from tankage. This would have some bearing if the tankage was put on the market as chicken feed.

### ITALY RESTRICTS IMPORTS.

The serious industrial and financial situation, combined with an acute shortage of essentials has caused the Council of Ministers at Rome to decide upon additional measures of retrenchments. The council, it was announced, has decided to restrict the importation of cereals, frozen meats, sugar and bacon. Fridays and Saturdays will be meatless days. The Council hopes to affect a considerable saving through the enforcement of these measures.

## *The Logic of Service*

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#### COMMERCIAL CREDIT DEMAND

Reductions in the volume of funds em-  
ployed in stock market operations seem to  
have been more than offset by increased  
requirements from commercial and indus-  
trial sources, the National Bank of Com-  
merce in New York declares in a discussion  
of the money market in the March  
issue of its magazine, *Commerce Monthly*.  
Because of this pressure for additional

## THE NATIONAL PROVISIONER

21

supplies of commercial credit, there has  
as yet been no relaxation of the strain un-  
der which the country's banking system  
has been laboring.

It is probable, moreover, the bank says,  
that although increasing care is being ex-  
ercised by users of credit in making forward  
commitments, the demand for funds for  
commercial purposes has not yet  
passed its maximum. There is, therefore,  
no prospect of an easing of commercial  
money rates in the early future.

Further increases in the outstanding  
volume of credit in this country should be  
avoided, particularly in view of the steady  
outflow of gold, the bank advises, and  
adds that any easing of money market  
conditions must come from a decrease in  
credit requirements and not from an in-  
crease of the aggregate volume of credit.  
In this situation it is highly desirable that  
banks and business interests generally co-  
operate to conserve credit for essential  
employments and to minimize its use in  
non-productive activities.

#### BETWEEN TWO FIRES

Two views of the recent agreement be-  
tween certain packers and U. S. Attorney  
General Palmer appear to prevail. One is  
that of the general public, based upon the  
misleading newspaper conception that  
some sort of "packers' combination" has  
been dissolved. The other is that of those  
who know more about the meat business,  
and who wonder why these packers made  
this agreement.

The first case may be dismissed with  
pity for misguided newspaper readers, for  
so many years victims of what has come  
to be known as the "beef trust myth." The  
second had its query answered by the at-  
torney for one of the packers in the state-  
ment he made in court upon filing of the  
decree sealing the agreement, and which  
statement appeared in a recent issue of  
The National Provisioner.

From this statement it appears these  
packers—against whom the government  
had proceeded for years without being  
able to find legal evidence to merit action  
by a jury, grand or petty—these packers  
voluntarily agreed to a court decree with  
all the force of a court injunction, under  
which they relinquished certain lines of  
business and submitted to a long list of  
restrictions almost having the effect of  
government regulation of their business.

They did this "not because of guilt, for  
they have not violated any law, but that  
the American people may be assured that  
there is not the remotest possibility of a  
food monopoly by packers; that the con-  
stant criticism and agitation levelled at  
this industry, which is seriously injuring  
not only it but the people generally, may

cease; that a better understanding and  
feeling between this industry and the pub-  
lic may be re-established," and that the  
efficiency of this vital industry may be  
preserved for the public benefit.

Attention was called to the fact that  
the packer stands between two fires. There  
is the producer on one side, "demanding  
a high price for the live meat animal," and  
"one hundred million consumers on the  
other side, demanding cheap meat." And  
the statement sapiently observes that  
"there cannot be cheap meat on the table  
of the consumer when the packer pays a  
high price for the live animal to the pro-  
ducer."

Every packer, large or small, can ap-  
preciate this simple logic. He has felt and  
is feeling its force. If the public could  
appreciate it there might be less support  
for anti-packer agitation than there is.  
The packers who submitted to this court  
decree took this method of attempting to  
give the public an object-lesson which, if  
learned, might have some effect in the  
amelioration of conditions, including the  
price of meats. Agitation, abuse, drastic  
legislation will never accomplish such a  
result. Such treatment is more likely to  
have the opposite effect.

#### WHAT HARD WORK WILL DO

Belgium is rapidly recovering from the  
effects of war. Her industries are being  
speeded up to such an extent that in No-  
vember, the latest month for which satis-  
factory statistics are available, her ratio of exports to  
imports was as three to five, which is a  
considerable comparative increase over  
other continental countries.

Coal mining has reached 85 per cent of  
normal production; cotton mills are pro-  
ducing 70 per cent of pre-war output; and  
glass is now being manufactured at 65 per  
cent of normal. Practically all railroads  
and equipment, and all navigable streams,  
are now in as good a condition as before  
the war, despite the fact that the Germans  
almost totally destroyed this source of  
transportation.

The rapid recovery is attributed chiefly  
to the efforts of a people who have worked  
tirelessly to replace their lost homes and  
businesses. In Great Britain and France  
much of the ruin and devastation of the  
war is as yet untouched, for the simple  
reason that the peoples of those nations  
have not striven as have the Belgians.

What Belgium has done and is doing  
other countries can do. To return to a  
normal basis the principle of hard work  
should apply, and that simply means in-  
creased production. Even America might  
profitably emulate Belgium's example.

March 13, 1920.

## TRADE GLEANINGS

The Midwest Packing Company, Denver, Colo., has increased its capital stock from \$1,000,000 to \$3,500,000.

The Macon Packing Company, Macon, Ga., is expending approximately \$100,000 for improvements to its plant.

The Cleveland Provision Company, Cleveland, O., has increased its capital stock from \$1,000,000 to \$4,500,000.

The old Gipps brewery at Peoria, Ill., is rapidly nearing completion as a vegetable oil refinery. Actual operations will begin about April 15.

Charles Maybaum, who recently purchased the slaughtering plant of the Beck & Canfield Company, Newark, N. J., has announced plans for making extensive improvements.

The Greer Fertilizer & Oil Mill Company Greer, S. C., has purchased a number of ginning machines from the Murray Gin Co., of Dallas, Tex., for its newly constructed plant.

Robert K. Cassatt, senior member of the law firm of Cassatt & Company, of Philadelphia and New York, has been elected to the directorate of the Allied Packers, Inc., by that body.

The Cape Fear Packing Company, on the outskirts of Wilmington, N. C., is making extensive improvements in the way of utilizing electricity as a motive power for practically all operations.

The Farmers' Co-operative Packing Company plant at Huron, S. D., is expected to be in actual operation by September 1. The capacity will be 250 cattle

and 1,500 hogs daily, according to the officials.

The Nagle Packing Company, Jersey City, has instituted a suit against the county of Hudson for recovery of \$39,665.79 still owing for meat supplied to county institutions last year.

The Oslo Packing Company has incorporated with a capital stock of \$50,000 at St. Lucie county, Fla. The officers are Waldo E. Sexton, president, and Walter S. Buckingham, secretary and treasurer.

Grant Willingham of Macon, Ga., has purchased the Atlantic Compress Company of that city for a consideration said to involve approximately \$1,450,000. Extensive improvements will be made to the plants under the new control, which are located at Atlanta, Augusta, Savannah and Athens.

John F. Howley, former vice-president and treasurer of the Pittsburgh Provision & Packing Company, Pittsburgh, Pa., died at his residence in that city on February 27, after an illness of four months. Mr. Howley was associated with the packing company for more than 22 years and was well known in Eastern business circles.

The new Armour & Company branch house at Miami, Fla., is one of the largest and most modern meat distributing plants in the South. The building is a three-story structure of fireproof construction throughout, with every facility for maintaining the highest degree of sanitation. George Cruise is manager of the plant.

The new \$3,000,000 cotton oil plant of the Procter & Gamble Company, being

erected on the outskirts of South Dallas, Tex., is expected to be in operation by late summer or early fall. The plant when completed will comprise six buildings of the most modern construction, with every facility for employees' comfort and the handling of an immense output.

The new addition to the Eckhardt Packing Company, Henderson, Ky., is rapidly nearing completion and part of it is already in actual operation. The cost of the structure is in the neighborhood of \$75,000 and when completed, in connection with the remodeling now being done on the main plant, will be among the best equipped plants in the state. The addition will enable doubling the plant's present capacity.

### STOCK PAVILION FOR SPOKANE.

Directors of the Western Royal Livestock Association of Spokane, Wash., voted to raise \$50,000 for the erection this year of a modern show pavilion and livestock area to be the permanent home of the show in that city. Stockmen at the initial meeting pledged \$10,000 toward the fund. The organization has secured through its president, Frank M. Rothrock, 12 city lots, immediately adjoining the stockyards on the north. The pavilion will be modern in every respect, will seat 5,000 around the ring and will have facilities for the proper presentation of a night horse show if that event is decided upon. J. H. T. Smith, of Pullman, was elected secretary and manager and will open headquarters in Spokane at once.

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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### FUTURE MARKET STEADY, TRADING QUIET, DEVELOPMENTS NOT DECIDED, DOMESTIC DEMAND FAIR.

The increased domestic trade this year compared with last year is undoubtedly the basis for the steadiness of the provision market, together with the fact that packing continues to run behind last year, and total product stocks are behind last year, altho, there has been a steady increase in product stock. The figures for the stocks at the six leading points suggest that the total report of the Bureau of Markets when issued will show a substantial increase during the month of February. The stock for March 1st if the conditions in previous years are repeated this year, will be about the maximum stocks of the season. Last year the maximum stocks of hog products were about 1,100,000,000 lbs. and it is quite evident that the total this year will probably be from 150 to 200,000,000 lbs. less than the total for a year ago.

The details of stocks at the six principal points should be studied with a good deal of attention as indicating where the increases and decreases are coming in. The gain in the lard stocks is quite important and the total is also important. The situation as far as lard is concerned is rather complicated. It is certain that the production has decreased in keeping with the decrease in the packing and that there has been some change in the domestic distribution. The Government report showed exports of lard for seven months ended with January 31st of 340,000,000 lbs. against 303,000,000 lbs. a year ago. Packing has decreased steadily, yet the stocks of lard at the six principal points was this year 77,000,000 lbs. on March 1st, against 63,000,000 lbs. a year ago. These figures would seem to indicate that there has been a decrease in the domestic distribution of lard, of material volume. With stocks of lard increasing recently and at present 27,000,-

000 lbs. more than on July 1st, it is evident that there must of been a material loss in domestic use.

Stocks of provisions at Chicago, Kansas City, Omaha, St. Joseph, Milwaukee, St. Louis and East St. Louis follow:

	Feb. 28, 1920	Jan. 31, 1920	Feb. 28, 1919
M. pork, bbls., new	8,861	9,017	2,094
Old	37	106	2,703
Other kinds of pork	61,730	63,351	47,811
	70,037	72,474	32,608
P. S. lard, new....	51,192,229	41,606,819	26,174,412
Old .....	1,945,630	2,074,060	4,322,316
Other kinds of lard	13,788,826	18,201,985	34,831,424
	66,929,685	61,942,864	65,328,152
Dry Salt Meats:			
Short ribs, new....	11,959,134	9,513,851	1,695,965
Old .....	31,511	14,932	
Ex. short clvrs. new	5,613,423	3,168,512	2,388,931
Old .....		348,721	
Sht. cl. middles....	10,640,772	9,986,258	17,553,203
Ex. short ribs	1,248,791	695,591	528,182
D. S. fat backs....	24,583,701	19,998,686	13,639,127
D. S. shoulders....	6,792,492	6,356,052	14,962,422
D. S. bellies.....	63,749,345	55,634,688	40,231,436
	124,619,179	105,717,301	90,969,356
Pickled Meats:			
S. P. hams....	71,006,783	70,588,205	104,371,212
S. P. skin hams....	28,681,705	30,786,218	35,848,181
S. P. picnics....	24,021,404	21,639,615	25,241,462
S. P. shoulders....	975,503	488,263	473,464
S. P. bellies....	14,753,645	16,184,658	22,982,607
	139,439,040	139,686,959	188,916,926
Other cut meats....	83,325,049	82,687,804	125,357,746
Total cut meats....	347,383,268	328,082,064	408,244,028

The position of the hog market continues very steady. Prices are holding around 14½@14¾c for the average with quick recoveries from declines. The market has been influenced by a moderate movement of hogs, and also by the strength in corn. With cash corn above \$1.50 there has been a temptation to hold hogs back with the idea that hog prices a little later might advance in keeping with the market for corn. The average weights are very good, however, and there is but little to complain of in this respect.

The Government statement of farm reserves of feed grain shows that the supply of feed grains for the balance of the year is better than last year, owing to the fact that the supply of heavy weight corn has increased materially more than offsetting in bushels the decrease in lighter weight oats and barley, so that the total pounds of feedgrains is much in excess of a year ago.

The position as to the demand during the next few months as far as Europe is

concerned appears to depend on the possibility of the recovery in exchange. All reports tend to indicate that the buying by Europe will be limited to the lowest extent possible, with bare needs of the people. The conditions as to supplies abroad are somewhat mixed. There have been shipments of meats from England to this country due to a large stock of carcasses in London and it is possible that more of this will take place. As long as this condition prevails there cannot be any large amount of business to go to England, excepting of special kind of product. The exchange conditions are improving a little and the report that England will ship over gold for the taking up of the Anglo-French bond has had a material influence on the exchange market. Recent reports on the taxation propositions in France and Italy show a very careful plan being worked out to put those countries back on a better financial footing for their income and expenses, while there seems to be evidence of improvement in Germany.

Opinions expressed as to the domestic demand appear to be almost as a unit along the line of continuation of a demand such as has been seen, or possibly a better demand, just as long as employment continues good, and there is no lessening in the general activity and employment in the country.

**PORK**—The market has been quiet with very little improvement in trade but the undertone is stronger and prices were nominally higher. Mess pork was quoted at \$42@43, family \$50@53, and short clears at \$40@45. At Chicago cash pork was quoted at about \$37.

**LARD**—The market was quiet, but steadier. At New York prime western was quoted at 21.35@21.45c, middle western 21.10@21.30c, New York City lard 20½@20¾c, compound 22@23c, refined to the continent 23¾c, So. America 24c and Brazil kegs 25c. At Chicago regular lard in round lots was quoted at 80c off May, while loose lard was quotable at \$2.05 off the May.

**BEEF**—The market was dull and steady. Mess at New York was quoted at \$16@18, packet \$17@19, family \$21@23 and extra India mess \$40@43.

SEE PAGE 31 FOR LATER MARKETS.



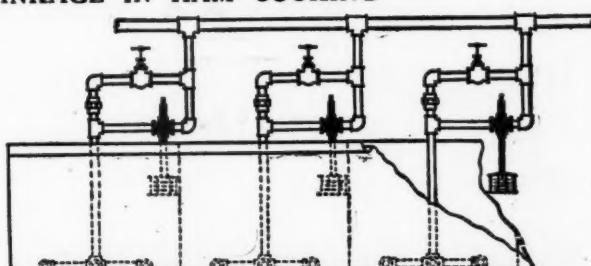
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March 13, 1920.

**MEAT EXPORTS BY COUNTRIES.**

Exports of meat and meat products during the month of January, 1920, according to a report just received and which ordinarily would not be available for the trade for at least another month, were as follows:

Pounds. Value.

<b>BEEF, CANNED:</b>		
Belgium .....	243,504	\$ 69,238
Netherlands .....	610,587	125,700
Sweden .....	4,530	1,580
United Kingdom ..	55,137	27,663
Canada .....	760	277
Other countries ..	167,125	66,852
<b>BEEF, FRESH:</b>		
France .....	329,317	75,863
Italy .....	65,107	13,244
United Kingdom ..	1,689,605	338,543
Canada .....	180,701	16,869
Other countries ..	20,607,493	4,315,318
<b>BEEF, PICKLED:</b>		
Belgium .....	17,100	2,850
Norway .....	20,100	23,104
United Kingdom ..	470,955	86,550
Canada .....	376,276	36,875
Nfldnd. & Labrador	342,200	49,813
West Indies .....	56,834	9,591
South America ..	25,752	5,493
Other countries ..	361,283	55,323
<b>OLEO OIL:</b>		
Germany .....	1,400	480
Greece .....	252,107	73,675
Netherlands .....	508,361	131,017
Norway .....	842,989	243,918
Sweden .....	317,150	88,661

United Kingdom ..	1,022,502	271,708
Other countries...	871,794	245,698
<b>OLEOMARGARINE:</b>	1,306,408	377,381
<b>TALLOW</b> .....	1,135,530	178,501
<b>BACON:</b>		
Belgium .....	1,915,153	452,079
Denmark .....	497,834	120,477
France .....	3,857,163	911,888
Germany .....	1,161,348	320,295
Italy .....	42,863	10,903
Netherlands .....	7,419,741	1,921,218
Norway .....	912,001	255,084
Sweden .....	3,533,814	911,869
United Kingdom ..	53,966,671	14,601,515
Canada .....	2,541,643	559,096
Cuba .....	1,383,486	296,264
Other countries...	269,285	88,034
<b>HAMS AND SHOULDERS:</b>		
Belgium .....	259,964	58,817
France .....	1,315,476	310,040
Italy .....	1,311,861	371,457
Netherlands .....	302,640	82,112
United Kingdom ..	8,477,513	2,427,931
Canada .....	595,233	127,481
Panama .....	13,327	4,579
Mexico .....	105,294	36,290
Cuba .....	1,010,948	299,587
Other countries...	513,167	176,848
<b>LARD:</b>		
Belgium .....	5,573,136	1,502,165
Denmark .....	200	68
France .....	7,762,388	2,208,209
Germany .....	1,218,041	391,453
Italy .....	762,632	240,553
Netherlands .....	6,034,101	1,764,520
Norway .....	138,856	44,272
Sweden .....	211,655	59,137

Switzerland .....	5,500	1,471
United Kingdom ..	8,101,630	1,991,381
Canada .....	1,557,466	367,599
Mexico .....	1,316,465	339,757
Cuba .....	5,017,763	1,493,061
Dominican Rep..	52,226	14,657
Haiti .....	86,950	28,340
Ecuador .....	161,351	42,942
Peru .....	238,019	65,222
Other countries...	585,528	189,999

<b>NEUTRAL LARD:</b>		
France .....	22,745	6,906
Netherlands .....	38,263	11,478
Norway .....	122,504	41,523
Sweden .....	152,764	51,172
United Kingdom ..	191,546	55,588
Other countries...	67,575	17,786
<b>PORK, CANNED:</b>	92,427	35,907
<b>PORK, FRESH:</b>	2,271,751	515,967
<b>PORK, PICKLED:</b>		

France .....	3,200	537
Norway .....	57,250	12,910
Sweden .....	20,000	5,650
United Kingdom ..	236,854	52,444
Canada .....	2,076,636	446,327
Nfldnd. & Labrador	234,900	62,071
British W. Indies..	56,460	12,863
Cuba .....	850,793	193,896
Other countries...	685,094	115,246

<b>LARD COMPOUNDS:</b>		
Belgium .....	318,708	113,279
Netherlands .....	65,478	19,969
Norway .....	24,500	6,205
United Kingdom ..	141,752	16,728
Mexico .....	486,107	120,072
Trinidad .....	24,182	6,050
Cuba .....	481,681	129,073
Haiti .....	101,015	29,959
Other countries...	416,738	114,494

<b>MUTTON,</b>		
except canned ...	286,043	59,317
<b>SAUSAGE, canned...</b>	305,543	95,220
<b>ALL Other Sausage..</b>	710,576	293,089
<b>SAUSAGE Casings..</b>	1,840,887	532,265
<b>STEARIN,</b>		
From Animal Fats.	1,624,440	359,999
<b>ALL OTHER MEAT</b>		
Products, Canned..	.....	564,514
<b>ALL OTHER MEAT</b>		
Products .....	.....	1,240,776

**WEEKLY MEAT TRADE REVIEW.**

In their weekly review of the meat trade this week Armour & Company say:

"There has been an unusually good demand this week for fresh pork cuts and prices have ruled higher. Domestic demand for provisions also has been excellent, but export trade is stagnant and has shown no encouraging development. Receipts of hogs have been only fair and the market has been strongly maintained, especially on lighter weight hogs."

"Cattle receipts are normal, totaling 135,000 for the first four days as compared with 111,000 last week. Beef trade has been good the past week. Beginning next week, the Department of Justice in Washington is inaugurating a campaign to interest the retailer and consumer in fore quarter meat with a view to giving the housewife an opportunity to lower her meat bills."

## If You Want a Dependable Tankage Drier



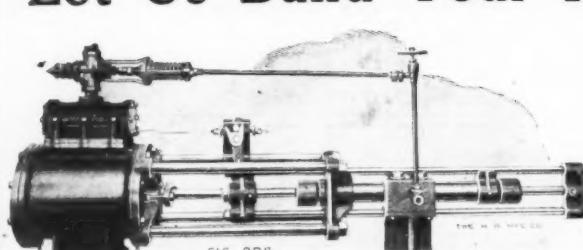
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# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW.**—The market the past week has generally been dull and without feature. At New York no transactions of importance were reported and the market was nominally unchanged. Early in the week the feeling was easier and it was reported that the best bid in the market for special loose was 13½c, but toward the close of the week the undertone was reported better, and it was thought possible that the next sale of specials would be above the last sale, which was at 14c. The feeling in the west was a little better and prices there were slightly better, but the demand at New York was quiet, and there was no evidence of any export demand. Labor troubles at the Argentine ports were reported increasing and this may check the outward movement of South American tallow. At New York prime city was quoted at 13½c nominal, special loose 14c and edible 16@16½c. At Chicago packers' No. 1 was quoted at 14½@15c, and edible 16½@17c.

**STEARINE.**—The market for the past week was very quiet, but the undertone was weaker and prices sold off ½c a lb. on the sale of a few cars. Demand is quiet, both domestic and export. The market has been influenced more or less by the slow consuming demand and outside conditions. At New York oleo was quoted at 17½c and at Chicago 17½@17½c.

SEE PAGE 31 FOR LATER MARKETS.

**OLEO OIL.**—The market was quiet, but easier with little feature to the trade. At New York extra oleo was quoted at 26c, and at Chicago at 26@26½c.

**GREASE.**—The market was quiet, but the tendency was firmer, with an improvement in the demand, particularly for the lower grades. There was also a firmer tone in the west. At New York yellow was quoted at 12@12½c, and choice house at 11½@12c. At Chicago yellow was quoted 13½@14c, and choice house 13½@13½c.

**NEATSFOOT OIL.**—The market was slow and prices were nominally unchanged; 20° cold test was quoted at \$2@2.10, 30° \$1.90@2, and prime at \$1.70@1.75.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, March 10, 1920.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 to 76% caustic soda, 5% to 6c lb.; 60% caustic soda, 5½c lb.; 98% powdered caustic soda, 6c lb.; 48% carbonate of soda, 3c lb.; 58% carbonate of soda, 3½ to 3½c lb.; tale, 1¾ to 2c lb.; silex, \$20 per 2,000 lbs.

Clarified palm oil, nominal in casks 2,000 lbs., 16½ to 17c lb.; yellow olive oil, \$2.90 to \$3.00 gal.; cochin coconut oil, 20½ to 21c lb.; Ceylon coconut oil, 19 to 19½c lb.; cottonseed oil, 20½ to 21c lb.; soya bean oil, 19½ to 19½c lb.; corn oil, 18½ to 19c lb.; peanut oil, deodorized, 26 to 26½c lb.; crude, 20 to 21c lb.

Prime city tallow, special, 14c lb.; dynamite glycerine, nominal, 21 to 21½c lb.; saponified glycerine 88%, nominal, 14 to 14½c lb.; crude soap glycerine, nominal, 12½ to 13c lb.; chemically pure glycerine, nominal, 23½ to 24c lb.; prime packers' grease, 12 to 12½c lb.

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, March 10, 1920.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 35@36c; green hams, 8@10 lbs., 30c; 10@12 lbs., 29c; 12@14 lbs., 28c; green clear bellies, 8@10 lbs., 26c; 10@12 lbs., 26c; 12@14 lbs., 25c; green

rib bellies, 10@12 lbs., 25c; 12@14 lbs., 24c; sweet pickled clear bellies, 6@8 lbs., 24c; 8@10 lbs., 25c; 10@12 lbs., 24c; 12@14 lbs., 23c; sweet pickled rib bellies, 10@12 lbs., 24c; 12@14 lbs., 23c; sweet pickled hams, 8@10 lbs., 29c; 10@12 lbs., 27½c; 18@20 lbs., 27½c; city steam lard, 20½c; compound, 22c; dressed hogs, 23½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs., 28@28½c; 10@12 lbs., 27@27½c; 12@14 lbs., 26@26½c; 14@16 lbs., 25@25½c; skinned shoulders, 22@23c; boneless butts, 28@29c; Boston butts, 24@25c; lean trimmings, 22c; regular trimmings, 18c; spare ribs, 18@19c; neck ribs, 6c; kidneys, 5@6c; tails, 10c; livers, 2c; pig tongues, 20c.

### GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, March 12.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

**Regular Hams—**Green, 8@10 lbs. avg., 27½c; 10@12 lbs. avg., 27½c; 12@14 lbs. avg., 26½c; 14@16 lbs. avg., 26½c; 16@18 lbs. avg., 26½c; 18@20 lbs. avg., 26c. Sweet pickled, 8@10 lbs. avg., 27½c; 10@12 lbs. avg., 27c; 12@14 lbs. avg., 26c; 14@16 lbs. avg., 25½c; 16@18 lbs. avg., 25½c; 18@20 lbs. avg., 25c.

**Skinned Hams—**Green, 12@14 lbs. avg., 27½c; 14@16 lbs. avg., 27½c; 16@18 lbs. avg., 27½c; 18@20 lbs. avg., 27c; 20@22 lbs. avg., 26c; 22@24 lbs. avg., 24½c; 24@26 lbs. avg., 23½c; 26@28 lbs. avg., 23c; 28@30 lbs. avg., 22½c. Sweet pickled, 12@14 lbs. avg., 26½c; 14@16 lbs. avg., 26½c; 16@18 lbs. avg., 26c; 18@20 lbs. avg., 25c; 20@22 lbs. avg., 24½c; 22@24 lbs. avg., 24c; 24@26 lbs. avg., 22½c; 26@28 lbs. avg., 22c; 28@30 lbs. avg., 21½c.

**Picnic Hams—**Green, 4@6 lbs. avg., 16½c; 6@8 lbs. avg., 15½c; 8@10 lbs. avg., 14½c; 10@12 lbs. avg., 14½@14½c; 12@14 lbs. avg., 14½c. Sweet pickled, 4@6 lbs. avg., 16c; 6@8 lbs. avg., 15c; 8@10 lbs. avg., 14½c; 10@12 lbs. avg., 14½c; 12@14 lbs. avg., 14½c.

**Clear Bellies—**Green, 6@8 lbs. avg., 23c; 8@10 lbs. avg., 30c; 10@12 lbs. avg., 25½c; 12@14 lbs. avg., 22c; 14@16 lbs. avg., 21c. Sweet pickled, 6@8 lbs. avg., 27c; 8@10 lbs. avg., 25½c; 10@12 lbs. avg., 24½c; 12@14 lbs. avg., 22c; 14@16 lbs. avg., 21c.

### WORLD'S OIL AND FAT SITUATION.

While temporary depressions may occur during the present period of political uncertainty, high prices for vegetable oils seem destined to rule until discounted by the crops of the coming growing season, says John B. Gordon of Rogers, Brown & Co., in the New York Journal of Commerce. The 1919 crop can now be seen to fall materially short of filling the gap in production resultant during the more than four years that the world forsook the ploughshare for the implements of war. America, which built up its agriculture during the span of the war, does not take fully into account the devitalizing effect of the war upon European agriculture.

In the diminishment of Europe's potential sources of lard, butter, tallow and animal fats and oils in general there is found the fundamental price governing factor of oils and fats, whether vegetable or animal.

During the course of the war Europe drew too heavily upon her reservoirs of livestock and the process of refilling these reservoirs is one that is slow and tedious. The actual belligerents, as would be expected, suffered mostly in the matter of loss of livestock, but the area of the portions of Europe which remained neutral and devote much attention to livestock are small indeed.

More effective evidence than statistics that Europe must depend largely upon the outside world for her supplies of fats and oils is the impression which the traveler receives when he views the countryside as he travels through Europe. The farms of the fertile provinces of Mecklenburg and Westphalia in Germany, once teeming with livestock, seem now denuded. Flanders, once a section of Europe with more hogs to the square acre than most any portion of Europe, remains barren of swine. France, Italy and Great Britain have much work to do in rebuilding their diminished herds and flocks.

While European agriculture is rehabilitating itself, Europe must buy its food-

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stuffs abroad, and, naturally, in gradually decreasing quantity from year to year as home-grown crops increase in volume. For Europe to attain the pre-war ratio of foodstuffs consumed to foodstuffs grown should require a minimum of five years, for it generally requires longer to build than it does to tear down.

The foregoing is mentioned simply because of its collateral bearings upon the vegetable oil situation. It is not possible to segregate any group of commodities from the mass. To be considered comprehensively they must be discussed in the aggregate.

Bearish sentiment at the present moment is pointing to the low rates of foreign exchange and insisting that foreign trade under such circumstances is impossible, which may be true, but it is never wise to look at a situation from purely a local angle. World commerce now flows, and if not at high tide at least flows freely, and if the currents of trade are not passing momentarily between America and Europe we know very well that it is different elsewhere.

When Europe is not buying American cotton oil because of adverse exchange she is buying soya bean oil in China, and the world markets for fats and oils are strengthened thereby. Similarly, if Europe cannot buy tallow in America she looks to the Argentine, Australia or New Zealand, because what she really needs she perforce must buy and does not go without.

Moreover, in the matter of exports of fats and oils, America has already done very well, and possibly not much more need be exported before the point is reached where domestic demand will more than suffice to hold prices aloft until well on into next July and August when, with the approach of new crops, prices may be expected to decline.

During 1919 we exported in round figures 700,000,000 pounds of lard, considerable of

which came from the 1919 season's production. The accumulations in the large packing centers are 40,000,000 pounds less than at this time last year. Our exports of cotton oil and compound have been negligible since the advent of new crop cotton oil, but the crop was short, and while some accumulation of crude and refined oil is apparent the amount of seed remaining to be crushed is woefully small.

While we produced in the South during 1919 as many bushels of peanuts as in 1918, yet there seems to be scarcely a pound of domestic peanut oil available for nearby and future shipment, whereas there should be at least 1,000 tanks. Prohibition has fostered an additional sweet tooth for the average American, who has always had one; thus the confectioner is enabled to buy up all of the domestic peanuts and the bulk of those that are being imported from the Orient.

Our hog run will be past history in another twenty to thirty days. Hogs below 14½ cents from now on cannot be reasonably expected, and with the tendency of the farmer before long to turn his attention to spring plowing, the packers will be obliged to materially increase the price to bring out the remnants of the run.

Enhanced values of hogs will inevitably affect lard, which will in turn pull compound up the scale and cause a resultant increase in crude cotton oil and prime summer yellow values.

With cotton oil remaining firm in America, little fear need be felt by American vegetable oil markets from low price levels of the exotic oils. Those that come in large volume, with the exception of coconut, originate in China. Europe has bought liberally in the Oriental markets. America is no longer the Orient's only customer. Europe, because of more favorable rates of exchange and better values, has been a consistent purchaser.

Europe's buying activities in the Orient is only one of three chief strengthening

factors, the second being the inordinately high price of silver. Purchases in China must be financed in silver. Therefore a shipment of soya bean oil or peanut oil, which three years ago would have cost an American importer \$500,000, would now cost him \$1,000,000, on the basis solely of the rise in price of silver; but this takes no account of increased cost of production in China, where labor and other production overhead must be paid in silver, which would make a soya oil or peanut oil shipment valued at \$500,000 three years ago worth a great deal more than \$1,000,000 now.

The third factor is that crop statistics of the Orient, now more reliable than in times past, indicate that the 1919 soya bean crop was only 75 per cent of normal.

Cocoanut oil should recede not more than slightly from present levels for some months to come, for, while the vegetable margarine business will slack off after April, the supplies of copra in the primary markets seem so extensively depleted that small prospect of any heavy selling pressure of copra or cocoanut oil seems likely to obtain.

## SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 11, 1920.—There were numerous sales of prime crude cottonseed oil this week at 18c; stocks light. Off crude is selling at 16½c basis prime. Cake meal and hulls active and advancing.

## Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., March 11, 1920.—Market firm on prime crude cottonseed oil at 17½c. Good seven percent meal dull, \$60. Hulls firm, \$11 bulk; sacked, \$17.

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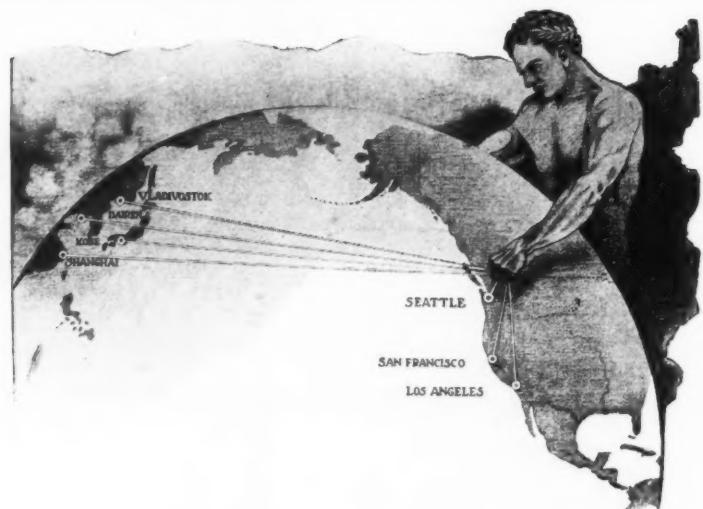
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# VEGETABLE OILS

## WEEKLY REVIEW

**THE NATIONAL PROVISIONER** is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Price Changes Small, Sentiment Mixed, Consuming Trade Slow, Selling Pressure Light, Cottonoil Less Active.**

The cottonseed oil market on the New York Produce Exchange the past week has been fairly active, but trading was on a smaller scale than during the past few weeks. Sentiment was more mixed, and as a result prices moved within very narrow limits. At the close of the week the market showed little change from a week ago. Prices, however, at one time were up about 2c a lb. from the low levels of the season, with limited offerings, scattered commission house buying for the south and the west and rather active covering of shorts by some Wall Street interests. The buying was not aggressive and was more or less due to the action in the western lard market at times, the strength in cotton and stocks and the sharp rally in the market for foreign exchanges. Some of the buying was based on the belief that consuming demand would improve shortly owing to the fact that consumers' stocks are running low, and there was also expectation of German buying particularly should the Allies grant Germany the loan which she is seeking. Selling pressure, however, increased on the bulges, due to the fact that conditions within the market itself have not changed and prices sold off under moderate profit taking and scattered liquidation.

The past week the cotton situation, particularly, the preparations for the new crop received more attention. The weather recently has been decidedly unsatisfactory for crop preparations in practically all sections of the belt, but southern advices indicated that the tendency still exists to increase the acreage and private reports have intimated a possible increase of from 2 to 9 per cent above last year. It is generally believed that with more favorable weather farm work will be pushed rapidly, notwithstanding the labor shortage, and it is quite possible that southern farmers will give cotton more attention than food grains this year owing to the high cotton prices and the very favorable prospects for continued high cotton levels due to the world's demand for goods.

Consumers showed little interest in the market the past week, and according to all reports continued to buy in a hand-to-mouth way. Export interest was entirely lacking and the export situation was looked upon as less favorable following the announcement from the Department of the Treasury that no further Government credits will be extended to the Allied countries. In addition to the slow demand for oil the demand for compound lard continued very quiet, and leading interests reported fresh buying at practically a standstill. The tallow market was nominally unchanged, and although a firmer tone was reported there was no urgency in the demand for tallow, while oleostearine declined ½c a lb. during the week, and the market for vegetable oils was unsteady, owing to less demand from shorts

and the continued lack of interest from consumers.

The demand for pure lard showed a little increase during the week. This is not surprising in view of the fact that pure lard continues to undersell compound by from one to two cents a pound, but even this demand for lard has not been of sufficient volume to check further accumulations in stocks, or to bring about any sharp rally in the lard market. As a result the stocks of all greases are quite large, with the supplies of both crude and refined cottonoil increasing steadily, owing to the unsatisfactory distribution.

Sentiment locally has become more mixed, but many of the leading interests in the trade cannot see how prices can possibly advance very far without some change in the consuming situation.

The crude oil markets were very dull during the week but also steadier, rallying about 1c a lb. from the recent low levels with the future market. In the southeast crude oil advanced to the 18c level, while in the valley on a folio basis sales were reported at 16¾c against 15¼c recently, and in Texas on a folio basis 16½c.

The market for vegetable oils was very quiet during the week, and price changes were small. Offerings were not large, but demand was also small and the buying continued of a hand-to-mouth character. Export interest was very limited, although rumors were current of a small lot of cocoanut oil having been sold for export during the week. Packers showed little interest in the market and the trade in general was holding off awaiting new develop-

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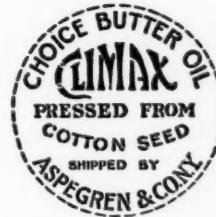
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gements. Professional sentiment was very mixed, some interests anticipating higher levels based on buying to offset the shortage in the olive oil crop abroad, while others were anticipating lower levels due to the falling off in the consuming demand locally and owing to difficulty in financing foreign purchases. A surprising feature was the failure of the rally in the foreign exchange market to bring about any broader European demand, but it is confidently believed that Germany and Austria are badly in need of greases and oils and would be liberal buyers were credits available or trade agreements reached.

**SOYA BEAN OIL**—The market the past week has been steady but featured by trading in a very small way. Offerings are not large, but demand from shorts was less active, and consuming demand on the whole was quiet. Sellers' tanks, March shipment from the coast, was quoted at 16½c while February was 16¼c and May-July shipment 15½@15¾c.

**PEANUT OIL**—The market continues very dull with no improvement in the demand and with prices purely nominal. Oriental oil in sellers' tanks was quoted at 21½@22c, from the coast, and in cases at 20c; deodorized at New York was 25½@26½c nominal.

**CORN OIL**—The market was quiet, and slightly easier. Consuming demand was very quiet. Refined oil in barrels in New York was quoted at 21c and crude oil 18@18½c.

**PALM OIL**—The market was dull and featureless with little interest shown from the trade. Largees in casks were quoted at 16@16½c; niger 14½@15c, and palm kernels in bbls. 20½c.

**COCONUT OIL**—The market was quiet and about steady. Rumors were current of small export sales but the domestic consuming trade is quiet. Resale lots are having a depressing effect on the market. Manila oil was offered at 17c f. o. b. the coast in sellers' tanks with demand slow. Deodorized coconut oil at New York at 20½@21c, Ceylon 18c and cochin 19½@19½c.

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COTTONSEED OIL.—Market transactions:

Thursday, Mar. 4, 1920.

Market closed active and steady.

Spot	Range			Closing	
	Sales	High	Low	Bid	Asked
Mar.	300	1900	1900	1900 a	1920
May	17000	2070	2008	2027 a	2029
June				2000 a	2060
July	22700	2100	2040	2062 a	2064
Aug.	1000	2088	2080	2068 a	2080
Sept.	400	2105	2090	2087 a	2090
Oct.	100	1940	1940	1851 a	2000
				Total sales, 42,100.	Prime Crude S. E., 17½c sales.

Total sales, 42,100. Prime Crude S. E., 17½c sales.

Friday, Mar. 5, 1920.

Market closed easier.

Spot	Range			Closing	
	Sales	High	Low	Bid	Asked
Mar.				1850 a	1930
May	8,300	2045	2015	2013 a	2017
June				2025 a	2055
July	12800	2085	2054	2055 a	2057
Aug.				2050 a	2075
Sept.				2050 a	2075
Oct.				1851 a	2000
				Total sales, 22,300.	Prime Crude S. E., 17½c nominal.

Total sales, 22,300. Prime Crude S. E., 17½c nominal.

Saturday, Mar. 6, 1920.

Market closed dull and steady.

Spot	Range			Closing	
	Sales	High	Low	Bid	Asked
Mar.				1875 a	1925
May	2500	2014	1993	2013 a	...
June				2020 a	2060
July	3500	2069	2035	2060 a	2063
Aug.				2060 a	2095
Sept.				2060 a	2085
Oct.				1873 a	1875
				Total sales, 8,200.	Prime Crude S. E., 17½c nominal.

Total sales, 8,200. Prime Crude S. E., 17½c nominal.

Monday, Mar. 8, 1920.

Market closed barely steady.

Spot	Range			Closing	
	Sales	High	Low	Bid	Asked
Mar.				1900 a	2050
May	5100	2065	2030	2052 a	2055
June				2060 a	2100
July	12800	2105	2071	2081 a	2084
Aug.				2081 a	2105
Sept.				2089 a	2105
Oct.				1905 a	2050
				Total sales, 18,500.	Prime Crude S. E., 18c nominal.

Tuesday, Mar. 9, 1920.

Market closed active, weak.

Spot	Range			Closing	
	Sales	High	Low	Bid	Asked
Mar.				1850 a	2000
May	10300	2047	1988	1990 a	1992
June				2800 a	2030
July	8800	2086	2033	2033 a	2035
Aug.				2030 a	2060
Sept.				2030 a	2060
Oct.				1850 a	2000
				Total sales, 21,300.	Prime Crude S. E., 18c asked.

Wednesday, Mar. 10, 1920.

Market closed active, strong.

Spot	Range			Closing	
	Sales	High	Low	Bid	Asked
Mar.				1900 a	2000
May	14500	2020	1980	2010 a	2016
June				2020 a	2060
July	1200	2070	2024	2050 a	2063
Aug.				2065 a	2080
Sept.				2065 a	2080
Oct.				1890 a	2000
				Total sales, 24,000.	Prime Crude S. E., 18c asked.

SEE PAGE 31 FOR LATER MARKETS.

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**HIGH OIL IN TEXAS CAKE.**  
Analyses Shows More Oil in the Seed than Last Year.

(Special Letter to The National Provisioner from The Fort Worth Laboratories.)

Fort Worth, Texas, March 1, 1920.—A good many of the cake and meal samples coming in now are off grade, which accounts for the high oil, at least in part. Separation losses are good compared with last month. We note that the average seed is 4.3 gal. better in oil than the same month last year. Probably the average of the bolly seed losses would show even a greater difference in favor of the bolly seed. The average of the crude oil refining loss and color seems to have reached the maximum.

Attention given to the analysis of the oil is well worth while. We have handled nearly six times as many samples as in the same month last year, and even yet many are not having as many samples analyzed as they should.

Cake analyses:

	No. sam-	Avg.	Pro-	Stand-
	ples.	Moist. monia.	tein.	ard.
Avg., all mills...	710	8.87	8.52	43.82
Best avg. result...	... 8.39	8.08	44.62	5.36
Worst avg. result...	... 7.50	8.39	43.10	11.50
Avg. this month	last year .....	658	8.46	8.49
Annual average last	year .....	4,633	8.06	8.17
			41.99	43.65
			6.34	.74

Hull analyses:

	Whole seed	Loss per		
	No. sam- and Oil in	Total	ton Stand-	ard.
	ples. meats. hulls.	oil.	seed.	
Avg., all mills...	210	.19	.57	.71
Best avg. result...	... 198	.18	.60	1.33
Worst avg. result...	... 288	.96	.35	2.56
Avg. this month	last year .....	181	.01	.56
Annual avg. last	year .....	1,391	.07	.67
			.76	.16
			.16	2.3

Seed analyses:

	Pounds			
	Gal. oil	per	8%	in cent
	No. sam-	cake	Amm.	Per-
	ples.	ton.	amm.	oil.
Avg., all samples.	122	9.80	3.75	18.46
Best avg. sample	... 8.25	3.76	21.09	45.3
Lowest avg. samp.	... 11.10	4.04	15.88	32.6
Avg. same month	last year .....	57	11.47	4.22
Annual avg. last	year .....	900	8.65	4.33
			16.77	34.8
			1029	

Oil analyses:

	Refining			
	No. samples.	loss.	Color red.	Acid free.
Average, all samples.....	424	17.1	12.8	5.1
Best sample average.....	...	6.9	4.7	.9
Lowest sample average.....	...	43.3	44.6	13.4
Avg. same month last year 76	11.1	7.7	3.1	
Annual average last year 305	10.7	8.0	2.5	

CONDITIONS IN THE SOUTH.

Mason Harker, president of the United Mercantile Company, New York, has just returned from an extensive trip through the West and South, renewing his acquaintance with his many friends in the oil and chemical trades, and also endeavoring to get a line on conditions throughout the country.

Mr. Harker finds the South in a very prosperous condition, and is of the opinion that it has come to the front to stay. "One outstanding feature of the South's condition," he says, "is the fact that they are loaning their money to New York at the rate of 5½% and 6%, and lots of it, whereas they formerly were heavy borrowers from New York at greater rates of interest.

The fact of the matter is that conditions are so very good that small banks in Georgia and other parts of the South have been declaring dividends of from 25% to 35% on capital of \$25,000 up.

"This prosperous condition of the South undoubtedly causes the extraordinary demand for and high prices of all classes of wearing apparel, as well as foodstuffs,

as the people in the South, who formerly used to live on salt pork and dress in homespun, are now eating the very best cuts of meat, and the best fats, and dressing in silks, satins and the finest of woolens. The fact that the people have the money and are spending it should have a tendency to make general business conditions in the United States very good for some time to come.

"About the only thing that the Southerner is now looking for is to sell his cotton oil advantageously. He has gotten very good prices for his cotton, but there are a number of mills in the South which bought cottonseed oil at from \$90 to \$100 a ton, and which are very much worried over the present prices of cottonseed oil, both crude and refined. Unless we get some stronger demand from Europe on this commodity, undoubtedly some of these mills will suffer a considerable loss on their holdings, but if our export business opens up in the very near future, and foreign exchange strengthens itself, I believe that conditions will improve to such an extent that the holders of cotton oil will get out without any considerable loss."

EQUIP VEGETABLE OIL PLANT.

The Co-Nut Butter Co., of Newark, N. J., are making preparations to install a complete modern cottonseed oil refining plant, also equipment for making nut butter. The plant, when finished, experts say will be one of the most up-to-date in every respect. The entire contract for refining and other machinery required has been secured by the New York branch of The Brecht Company.

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KUMAMOTO—WHITE KIDNEY  
KINTOKI—LARGE RED  
MURIOINGEN—MEDIUM BUTTER  
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CORRUGATED Dryer*

# HAMLER BOILER & TANK CO.

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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS. Provisions.

Strong feedstuffs markets and firm hog prices appear to be the important factors in provisions at the close of the week. Hogs are taken care of as rapidly as they arrive, and the amounts carried over daily do not bring any pressure. Shipping demand has been good. Outside prices for hogs continue above 15 cents in most markets, and in some as high as 16 cents. Shipments from packing centers for domestic account have been maintained, although car conditions have had some influence. Agitation about re-sales of government meats and the "save-money-on-meat week" campaign on meat is having a little influence. The export movement has gained slightly, but shipments are still small. Today the market was dull but higher on buying said to be for packers, and with hogs.

### Cottonseed Oil.

Trading continues active with sharp fluctuations daily with little pronounced outstanding features. Narrowing of the May-July difference appears to be technical. Demand for oils seems to be unimproved and as yet there is little export buying notwithstanding better exchange conditions. Action in lard is having a daily effect. Crude oil is quiet and offerings are not large. Numerous dispatches come in regarding the prospects for acreage and lateness of the season; most of the dispatches indicate area and probability of considerable fertilizer use. Today the market was quiet and firm with large and covering of shorts.

Closing quotations on Friday: March \$19.25@19.50; May, \$20.00@20.25; July, \$20.42@20.48; September, \$20.50@20.70.

### Tallow.

City special quoted at 14c.

### Oleo Stearine.

Market quoted at 17½c. Extra oleo oil at 26@26½c.

### FRIDAY'S GENERAL MARKETS.

#### Lard in New York.

New York, March 12, 1920.—Spot lard at New York, prime Western, \$21.55@21.65; Middle West, \$21.35@21.40; city steam, \$20.62½@20.77; refined continent, \$23.75; South America, \$24.00; Brazil kegs, \$25.00; compound, 22@23c.

#### Marseilles Oil.

Marseilles, March 12, 1920.—Copra, fabrique, —fr; copra, edible, —fr; peanut, fabrique, —fr; peanut, edible, —fr.

#### Liverpool Produce Markets.

Liverpool, Mar. 12, 1920.—(By Cable.)—The British government has control of the market and no quotations are available. Australian tallow at London, 111s.

#### Hull Oil Markets.

Hull, England, March 12, 1920.—(By Cable.)—Refined cottonseed oil, 125s; crude, 114s.

### NEW YORK LIVESTOCK

#### WEEKLY RECEIPTS TO MARCH 6, 1920.

	Cattle	Calves	Sheep	Hogs
New Jersey City	3,802	8,827	8,254	13,988
New York	1,278	2,004	1,816	14,548
Central Union	2,506	1,721	9,084	68
<b>Total</b>	<b>7,676</b>	<b>13,542</b>	<b>19,151</b>	<b>28,604</b>
Totals last week	8,920	14,247	26,130	28,688

### RECEIPTS AT CENTERS

SATURDAY, MARCH 6, 1920.			
Chicago	Cattle	Hogs	Sheep
Kansas City	1,000	1,000	1,000
Omaha	700	1,300	300
St. Louis	400	6,000	1,200
St. Joseph	200	5,500	500
Sioux City	200	2,000	200
St. Paul	900	5,800	300
Oklahoma City	300	1,300	.....
Fort Worth	500	1,600	500
Milwaukee	100	600	3,200
Denver	900	600	100
Louisville	100	800	100
Wichita	100	300	.....
Indianapolis	100	3,000	200
Pittsburgh	1,500	1,500	100
Cincinnati	200	4,800	100
Buffalo	200	2,500	1,000
Cleveland	200	2,000	200
Nashville, Tenn.	100	2,000	.....
Toronto	300	500	.....

MONDAY, MARCH 8, 1920.			
Chicago	14,000	39,000	17,000
Kansas City	8,500	10,000	10,000
Omaha	6,100	5,000	8,500
St. Louis	4,100	15,300	1,000
St. Joseph	3,000	9,000	4,000
Sioux City	2,400	5,500	500
St. Paul	1,000	7,000	1,000
Oklahoma City	1,800	1,200	400
Fort Worth	3,000	2,000	400
Milwaukee	100	500	100
Denver	1,500	1,000	1,100
Louisville	1,200	2,500	100
Baltimore	1,320	5,786	590
Wichita	700	1,500	.....
Indianapolis	1,200	6,000	200
Pittsburgh	1,800	6,000	1,200
Cincinnati	1,100	8,000	100
Buffalo	2,500	13,000	6,200
Cleveland	800	5,000	500
Nashville, Tenn.	600	4,000	.....
Jersey City	630	175	720
Toronto	1,000	1,000	300

TUESDAY, MARCH 9, 1920.			
Chicago	15,000	34,000	11,000
Kansas City	9,000	12,500	6,500
Omaha	8,500	14,500	13,000
St. Louis	3,800	16,000	1,500
St. Joseph	2,100	5,000	5,000
Sioux City	2,000	14,000	6,000
St. Paul	2,500	11,000	200
Oklahoma City	700	500	.....
Fort Worth	2,500	1,500	700
Milwaukee	400	2,000	.....
Denver	1,500	2,300	.....
Louisville	300	1,000	100
Wichita	100	1,400	.....
Indianapolis	1,200	6,000	200
Pittsburgh	100	2,000	500
Cincinnati	300	3,800	100
Buffalo	300	3,500	700
Cleveland	200	3,000	200
Nashville, Tenn.	100	1,500	.....
New York	100	20	300
Toronto	500	400	.....

WEDNESDAY, MARCH 10, 1920.			
Chicago	7,000	19,000	\$,000
Kansas City	7,000	12,500	5,000
Omaha	5,500	14,500	8,000
St. Louis	3,500	16,000	2,500
St. Joseph	2,000	8,000	3,500
Sioux City	2,000	14,000	1,700
St. Paul	4,200	15,000	300
Oklahoma City	800	500	.....
Fort Worth	1,000	900	600
Milwaukee	200	1,500	100
Denver	900	800	4,700
Louisville	300	1,200	200
Wichita	600	1,600	.....
Indianapolis	1,000	6,000	200
Pittsburgh	100	1,500	300
Cincinnati	600	6,500	100
Buffalo	100	2,000	2,800
Cleveland	200	2,500	500
Nashville, Tenn.	100	3,000	.....
Toronto	800	1,100	100

THURSDAY, MARCH 11, 1920.			
Chicago	14,000	32,000	10,000
Kansas City	2,500	5,500	6,500
Omaha	5,300	10,500	5,000
St. Louis	1,600	12,000	500
St. Joseph	600	8,000	800
Sioux City	3,000	11,500	500
St. Paul	1,500	4,500	300
Buffalo	200	4,000	1,000

FRIDAY, MARCH 12, 1920.			
Chicago	6,500	22,000	9,000
Kansas City	600	2,000	300
Omaha	2,000	7,500	5,000
St. Louis	400	8,000	.....
St. Joseph	500	3,100	200
Sioux City	2,100	11,500	500
St. Paul	700	4,300	100
Buffalo	1,200	2,000	400
Milwaukee	100	200	.....
Denver	400	700	2,100
Indianapolis	800	4,000	200
Pittsburgh	1,260	.....	.....
Cincinnati	800	5,000	300
Buffalo	200	4,300	5,000

### SLAUGHTER REPORTS

Special reports to the National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 6, 1920:

CATTLE.			
Chicago	24,226	.....	.....
Kansas City	17,566	.....	.....
Omaha	9,980	.....	.....
East St. Louis	12,681	.....	.....
St. Louis	7,400	.....	.....
St. Joseph	4,281	.....	.....
Sioux City	11,122	.....	.....
South St. Paul	2,163	.....	.....
Philadelphia	7,676	.....	.....
New York and Jersey City	2,480	.....	.....
Oklahoma City	892	.....	.....

HOGS.			
Chicago	119,300	.....	.....
Kansas City	36,681	.....	.....
Omaha	34,799	.....	.....
East St. Louis	20,146	.....	.....
St. Joseph	29,300	.....	.....
Sioux City	13,288	.....	.....
Cedar Rapids	8,174	.....	.....
Ottumwa	9,496	.....	.....
Philadelphia	35,952	.....	.....
New York and Jersey City	28,604	.....	.....
Oklahoma City	6,195	.....	.....
Milwaukee	14,050	.....	.....

SHEEP.			
Chicago	44,175	.....	.....
Kansas City	24,931	.....	.....
Omaha	26,941	.....	.....
East St. Louis	7,410	.....	.....
St. Joseph	16,200	.....	.....
Sioux City	1,208	.....	.....
St. Paul	1,598	.....	.....
Philadelphia	3,499	.....	.....
New York and Jersey City	19,151	.....	.....
Oklahoma City	341	.....	.....
Milwaukee	188	.....	.....

### PACKERS' PURCHASES

Purchases of live stock by packers at principal centers for the week ending Saturday, March 6, 1920, are reported as follows:

#### Chicago.

Cattle, Hogs, Sheep.

Armour & Co.	5,105	21,300	16,748
Swift & Co.	5,204	13,900	13,248
Morris & Co.	5,717	8,800	7,134
Wilson & Co.	4,581	9,400	7,054
Anglo-Amer. Prov. Co.	784	7,600	.....
G. H. Hammond Co.	2,470	7,100	.....
Libby, McNeill & Libby	563	.....	.....
Prennan Pkg. Co.	3,200	hogs	Miller & Hart
Boyd, Lunham & Co.	3,700	hogs	Independent Pkg. Co.
Others	4,000	hogs	Roberts & Oakes
Others	4,900	hogs	William Davies Co.
Others	3,700	hogs	Others

Cattle, Hogs, Sheep.

Omaha	2,278	5,214	3,890



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March 13, 1920.

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

**PACKER HIDES** quiet. No business reported around the market. There was a bid in the market at 35c for a couple of thousand early January native steers and also a bid of 33c for some early light cows a few days ago. Recent bids of 28c were made on branded cows and declined for moderate sized lines. A sale of unknown proportions was made by one packer to tanning segregation, involving several branded selections on a 30c basis, although the prices are not confirmed. Unsold available stocks of branded hides are now in two packers' hands and these sellers talk fairly firm. Tanners in the main are not lending the market any active support, but a trifle better interest is said to be manifested. Sellers talk decidedly bullish. Native steers are quoted 35@37½c asked; Texas steers 31c; butts 32c; Colorados 30c; branded cows 28c bid and 30c asked; heavy cows 33@35c; lights 33@35c nominal; native bulls 28@30c nominal; branded bulls 27@28c nominal.

**COUNTRY HIDES** steady. Movement is still a trifle slow due to lassitude on tanners' part to operate with any degree of freedom. There is a fair amount of call for strictly grub free hides, mainly extreme weights for patent leather outlet, but demand from the upper leather outlet is spotty and only for immediate needs. Shoe manufacturers are experiencing a disappointing trade with the retailers, who are placing small orders in place of seasonable contracts, in anticipation of continually declining rates throughout the season. Shoe manufacturers are not placing leather orders in any volume which is disappointing to tanners, who expect they will have to carry leather on the shelves awaiting shoe men's demands. Consequently tanners are not enlarging their operations in raw materials. Hide dealers are carrying moderately ample unsold stocks of hides, generally of higher cost than present levels. They are offering out mixed quality hides, carrying a moderate percentage of grubs at about quoted levels. They will not offer grub free hides alone except at a marked premium. All weight hides in the originating sections are quoted at 18@23c delivered basis as to lots and sections. Heavy steers are quoted nominal at about 30@32c; heavy cows and buffs quoted at 22@23c last paid and bid with sellers asking 23@25c for mixed quality hides. Extremes quoted at 30@32c nominal for mixed varieties; straight grub free goods held considerably higher and some movement for patent leather account noted on such a plane; common Western brands quoted quiet and waiting at 17@19c flat; country packer branded hides 25@26c last paid flat; bulls quoted 20@22c; country packer bulls 26@28c; glues 13@15c.

**NORTHWESTERN HIDES** quiet. Twin cities markets quote quiet and held fairly firm owing to better tone noted in other markets. Heavy hides quoted at 24@27c asked and light stock at 34@37c with outside figures usually demanded. Bulls are quoted quiet and waiting at 20@22c; kipskins at 40@45c asked; calfskins at 50@55c asked. Horse hides at \$10.50@11.00 flat asked.

**CALFSKINS** steady to stronger. No fresh salted calfskins now available at under 60c; last sales were at 50c. This figure is bid from several directions and nothing offered of city collection. Packer skins are offered at 60c with other sellers talking 70c. Outside city skins quoted at 50c and countries at 45@50c nominal. Holders of skins believe better prices are in prospect and are in no hurry to sell. Deacons at \$3.50@4.00; kipskins quoted quiet and in

ample supply, being quoted out at 50c asked for packers; cities quoted 45@50c; outside cities 45c; countries 40@45c asked.

**DRY HIDES** quiet. Heavy hides quoted quiet at 40c nominal and light stock at 41@42c. Supplies are small.

**HORSE HIDES**—Bids at \$11.50 are registered lately for mixed country and city hides averaging heavy. Bids are at \$10.00 for country run. Renderer hides are offered as low as \$12.00. Stocks are moderately ample. Ponies and glues half rates and colts \$1.00@1.35.

**SHEEP PELTS** quiet. Market well sold up. Packer sheep and lambskins quoted \$4.00@4.10 with inside nearer buyers' views. Shearlings \$1.70 last paid. Dry pelts 40@42c nominal. Pickled skins \$13.50 @15.00 dozen; common goats \$2.00@2.50; angoras \$3.00@3.25.

**HOGSKINS** quiet at \$1.00@1.35 for country run on skins with rejects half rates. Pigskin strips quoted at 9½@10c; No. 2's quoted at 7½@8½c and No. 3 strips at 5@6c as to measurements.

### New York.

**PACKER HIDES** quiet and waiting. Packers expect to see some business develop in sole leather hides in view of the movement in the middle west, and sellers feel that it will be within a half cent of the Western figures of 32c for butts and 30c for Colorados. No inquiries are reported on native stock which holds quiet. Bulls nominal, waiting action. Small packer hides—Inquiry is active of late, but not many sales come to light. A lot of 2,000 Pennsylvania packer steers sold at 33c, February salting; some other lots of similar salting and quality are held at 34 to 35c asked. Packers are more firm in their views than formerly. Some country packer cows and steers together have sold at 30c.

**COUNTRY HIDES**—Sellers are not willing to take the low prices offered and are more bullish lately. Butts and heavy cows are more in call, with sellers firming up. Some bids of 21c are reported in Philadelphia for butts and declined, sellers taking 24c for the lots in question. Bid of 22c for a more choice lot was recently reported. Sellers talk 24 to 25c for current goods al-

though they probably would shade these figures on action. Some small lots of middle western buffs are offered in Boston at 23c. Some current receipt free of grub extremes are offered in Pennsylvania at 30c; in Boston up to 33c is asked with bids of 28c for such quality reported refused by sellers. Tanners look for a big call for side leathers during the coming few months, now that the leather market has opened up slightly, and feel that side leathers will sell closer to calf leathers, which will naturally affect the raw stock situation similarly.

**CALFSKINS**—Offerings are made in New York at \$5.50, \$6.50 and \$7.50 asked for city trimmed skins, the market firming up. New York green skins are now selling at 75c per pound, under 9 lb. skins. The salted market is well cleaned out, with big movement coming to light made late last week at as low as \$5.00, \$6.00 and \$7.00 for cities, following which a little firmer situation has developed. Recent bids of \$5.40 for 5-7's alone were refused.

**HORSEHIDES** stronger in tone with advances asked and paid; bid of \$12.00 is made in Philadelphia for renderer's horse-hides with \$13.00 asked. Some 55-lb. avg. western horse are offered in Boston at \$13.00, not taken.

**IMPORTED DRY HIDES**—The market is quiet and waiting; common descriptions show no change. Bogotas and Orinocos valued at 40c last paid and nominal for further trading. Puerto Cabellos, Laguyras, etc., at usual half cent discount and Central Americans 39c. A small lot of Guatamalas is reported sold for 41c for cities and 39c for countries. The River Platte market is reported more active with sales to European channels, details of which are not reaching here. Chinas, Indias, etc., all quiet and nominal, nothing new to report on these.

**IMPORTED WET SALTED**—Nothing new. No sales of frigorificos are reported and prices on these are quite nominal. Tanners' ideas have been around \$80.00 Arg. gold for steers but sellers are confident that higher rates will be realized especially in view of the trading in the middle west in branded hides on basis of 30c for Colorados and 32c for butts. The concessions on these trades were not so large as to warrant an \$80.00 frigorifico market, in view of sellers. Spot goods in New York are nominal, no trading reported. Havana regulars are nominal around 24c; Mexican campos 24c; Mexican packers 26 to 28c nominal; Chileans 24c nominal.



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## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to The National Provisioner from the National Livestock Commission Co.)

Union Stock Yards, Chicago, March 10.

The recent active and sharply higher cattle market can be ascribed primarily to very moderate receipts. Last week's supply in Chicago totaled only 45,211 head and being followed by only a light run of 13,401 cattle on Monday of this week. The trade at that time ruled active at 15@25c further advance, which put steer values largely \$1.00 higher than ten days ago. On Tuesday, with 15,000 cattle on sale, the trade reacted, and Monday's advance, especially on the good weighty steers, was ceded back to the buyers, while today (Wednesday), with 7,500 cattle, making approximately 36,000 for the first three days of the week, as against 30,366 for the same period a week ago, the market ruled about steady, although very slow at Tuesday's level, and the most decline from the high point this week has been on the good to choice cattle, which have been selling from \$13.50 upwards; while on the other hand, yearlings, because of their scarcity, have been in active demand at the recent upturn, and the advance has also been almost held on the cheaper grades of killers, packers competing actively on everything with a "pick of kill." Most of the recent upturn in values has been on the medium to good grades selling from \$11.50@13.00; good to choice corn-feds of all weights are going all the way from \$13.00@14.50; a few choice long-fed cattle from \$14.50@15.50, with an occasional sale a little higher, and plenty of short-fed cheap killers from \$9.50@11.00.

Butcher stuff has reacted from the low point ten days ago, most improvement being on the better grades, which are selling at very high prices compared to steers, and the medium kinds of "she-stuff" have also met with strong competition. Canners, while higher, are nevertheless the poorest sellers comparatively, and this branch of the trade lacks life. The better market for killing stuff and the fact that we are getting a little nearer the Spring being a "bullish" factor of considerable importance. Values on this class of cattle have advanced anywhere from 50c@\$1.00 per cwt. Yearlings are very good sellers as the demand for the lighter cuts of beef are always popular during the mild weather, and, furthermore, the supply of yearling cattle has been very moderate. Bulls have recovered 25c of the recent decline, but are still much cheaper proportionately than other grades of cattle.

Hog receipts for the first three days in Chicago will total approximately 89,000 as compared to 88,000 for the same period a week ago, and compared to Monday, at which time we had a temporary bulge in prices because of a very light run with the extreme top, \$15.65, the market ruled 10@15c lower on Tuesday and showed 15@25c further decline on Wednesday, especially on the prime heavy grades, and quotations are as follows: Choice light and light butchers, \$15.00@15.40; extreme top, \$15.50; prime medium weights, \$14.65@14.85; prime heavy and heavy mixed grades, \$14.25@14.60; and rough heavy packers, \$12.75@13.50.

Values in sheep and lambs remain practically unchanged as compared with last week's close, and with 8,000 estimated receipts for Wednesday, early sales look steady to strong with the previous session. Receipts contain a liberal sprinkling of shorn stock, and by the first of the month nearly everything coming, excepting from Colorado feed yards, will have the wool off. Quotations range as follows: Good to choice lambs, \$19.50@20.00; poor to medium, \$17.00@18.50; culs, \$14.00@15.00;

good to choice light yearlings, \$16.50@17.00; medium-fleshed and heavy yearlings, \$16.00@16.35; good to choice wethers, \$15.00@15.40; fair to best ewes, \$13.50@14.50; poor to medium, \$12.00@13.00; culs, \$6.00@9.00; well-wooled shearing lambs, \$17.50@18.00; fair to best clipped lambs, \$16.00@17.00; good to choice clipped wethers, \$12.50@13.00.

### KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, March 10.

Trade in cattle Wednesday was steady at Tuesday's 15@25c decline, though still 25c higher than the close last week and \$1.25 higher than closing quotations in February. Hogs were 15@40c lower and 40@50c under Monday. The top price was \$15.10. Sheep and lambs were in active demand at firm prices, top lambs \$19.10. Receipts today were 7,000 cattle, 12,500 hogs, and 5,000 sheep, compared with 5,500 cattle, 10,000 hogs, and 7,000 sheep a week ago, and 8,600 cattle, 13,100 hogs, and 5,300 sheep a year ago.

Prices for fat cattle were not quotably changed from Tuesday. Heavy steers slowly, with an active demand for lightweights, yearlings, heifers, and cows. The top price, \$14.65, was paid for heavy steers and yearlings sold up to \$14.50, with heifers \$13.50. Most of the steers in all weights sold at \$12.25@13.25, and the bulk of the cows brought \$8.50@10.00. "Canners" sold at \$5.00@5.50. Indications are that receipts will remain moderate for some time to come and no further decline is anticipated in prices. On the contrary the close in the Lenten season in early April should increase demand for fat cattle the latter half of this month.

Hog prices Wednesday received a moderate setback owing to declines at more Eastern markets. Prices here were quoted 15@40c lower, top \$15.10, bulk \$14.25@15.00. Choice light weight grades were scarce and the bulk of the offerings sold to packers. At other markets heavy sorts are being made for light weight grades, and heavy hogs are selling at a big discount. Pigs and stock hogs continue to meet a ready demand at \$14.00@15.25.

Prices for sheep and lambs were quoted unchanged compared with Tuesday. Lambs sold up to \$19.10 and ewes \$14.00. Killers found the supply barely equal to most urgent requirements and the general market is in a firm position. At no time in the next sixty days will there be an excess supply of fat sheep or lambs.

### ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., March 10.

The cattle run grows lighter, only 16,000 were received at this market for the week ending today, and light runs are reported from all the other Central Western markets. On steers the market has been more or less irregular. Some strength was shown in the early part of the period but in the past couple of days this condition has changed and while some of the better grades of cattle, particularly in the yearling class, have sold on a stronger basis, the general trend is lower. The quality of the offerings shows little or no improvement. A very few fair cattle are arriving but by far the greater majority is medium and common. One string of heavy Tennessee beeves this week was good enough to bring \$13.60, and a load of particularly good yearlings brought \$14.00. These prices topped the market. The bulk of the fair to good steers range from \$11.00

@12.75 with the plainer kinds going mainly at \$8.50@10.75. The strongest action in the market is in good butcher cattle. Fat cows averaged steady to strong with the bulk of them going at \$9.00@11.50, and the plainer sorts at \$7.50@8.50. Not many stockers and feeders are coming in. The trade on them is fairly active and prices hold steady on the best kinds.

Our hog receipts this week total 71,000. The quality seems to be a little better than in the past several weeks and averages fair to good. Prices have been irregular but the trend generally is to a higher basis. At this writing we are about 15c higher than a week ago. Today's quotations are: Mixed and butchers, \$15.10@15.50; good heavys, \$14.25@14.85; rough, \$11.50@12.75; light, \$15.25@15.50; pigs, \$12.00@15.25; and bulk, \$15.25@15.50.

The count in the sheep house this week is 7,200. The market generally is extremely bearish but the smallness of the daily runs has made it impossible to give an exact line on conditions. A few small bunches of good lambs have been going to the city butchers at \$19.50 but the top to the packers is around \$19.00. Clipped lambs are beginning to show. Two decks of fairly fat lambs sold this week at \$16.00. The general run of fair to good lambs is bringing \$18.50@19.00, with the medium kinds going at \$16.50@18.00.

### OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Nebr., March 10.

Receipts of cattle were considerably heavier the fore part of this week and quality of the offerings was also better than it was a week ago. In the main, demand has been satisfactory and while prices have fluctuated more or less from day to day, the bulk of the arrivals have sold at prices not materially different from the close of last week. In other words last week's big advance in prices for both beef steers and cows was fairly well sustained and the trade seems to have a good healthy undertone. Choice beef steers are selling at \$13.25@14.25, fair to good grades going largely at \$12.00@13.00, and common to fair short-fed and warmed-up steers at \$10.50@12.00 and on down. Best cows and heifers are bringing \$10.50@11.50 and on up; fair to good butcher and beef stock going around \$8.50@10.00; cutters at \$7.00@8.50, and canners at \$5.00@6.50 and on down. Veal calves, bulls, stags, etc., generally sold at just about last week's quotations.

A rather heavy run of hogs the early part of this week served to check the advancing trend of the market so that sharp declines brought prices down to about the same levels as prevailed a week ago. Packers report a healthy demand for fresh and cured meats but no improvement in the outlet for rough meat and lard, and consequently the light and butcher weight hogs continue to sell at the top, and rough, heavy and packing loads at the bottom of the list. The range of prices is very wide and the general condition surrounding the trade has not shown any material change for some time. With approximately 15,000 hogs here today there was a 25@50c drop in prices. Best light hogs brought \$14.50 as against \$14.30 on last Wednesday and bulk of the trading was at \$13.75@14.35, against \$13.50@14.15 one week ago.

The market for sheep and lambs has not shown much change of late and offerings are selling in pretty much the same notches as they were a week ago. Receipts have been tolerably liberal but demand for the mutton holds up well and the offerings changed hands freely at prevailing comparatively strong levels. Fat lambs are selling at \$17.75@19.25; yearlings, \$15.75@17.25; wethers, \$12.75@14.25; and ewes, \$12.00@14.00.

# ICE AND REFRIGERATION

## ICE NOTES.

The Dierks Lumber & Coal Company, Dierks, Ark., will shortly install an ice-making plant.

The Carolina Ice & Packing Co., Darlington, S. C., is making improvements involving an expenditure of \$90,000.

Plans are being executed for enlarging the newly acquired ice plant by the Lindsay, Cal., Chamber of Commerce.

P. W. McKittrick is building a 10-ton ice plant which he will operate in connection with his bottling establishment at Timpson, Tex.

The Kent Storage Company, Grand Rapids, Mich., has purchased the property of the Model Mills, which it will convert into a cold storage warehouse.

A large ice-making and cold storage plant will be constructed shortly at Wood River, Nebr., according to a report just received. Further details are lacking.

The Peoples Ice Company of Fresno, Cal., contemplates the construction of a 30-ton ice plant at Visalia in the near future, according to plans just announced.

The Allentown Rapid Service Co., Allentown, Pa., has obtained a permit to construct a new cold storage warehouse which will be built shortly at an approximate cost of \$75,000.

The Raw Water Ice & Cold Storage Company has been organized at Denton, Tex., with a capital of \$60,000. The trustees are W. W. Rodgers, M. A. Marcus and E. P. Maddox, all well known Texas business men.

The St. Joseph Brewing Company plant at St. Joseph, Mo., will shortly be remodeled into an ice manufacturing plant with a daily capacity of 10 tons. Approximately \$50,000 will be expended for improvements.

The Quincy Market & Cold Storage Warehouse Company, Boston, Mass., has acquired title to property known as Constitution Wharf, 409 Commercial street, that city. The property will be utilized

for company business subsequent to its improvement.

## BACK GRONNA COLD STORAGE BILL.

A resolution favoring the Gronna bill, now before the United States Senate, with certain amendments, was unanimously passed at the annual meeting of the New York State Cold Storage Association, which was held this week at Rochester. The resolution was submitted by Frank A. Horne, president of the Merchants' Refrigerating Company of New York and also head of the American Association of Refrigeration. The Gronna bill was introduced in Congress February 5, by Senator Gronna, of North Dakota. It is known as Federal Cold Storage Bill S 3868.

The bill was a substitute for the Hutchinson bill which passed the House last summer. The new legislation was introduced largely because of reference to the desirability of such action by President Wilson in his last annual message and his special message on the high cost of living.

Among other things, the Gronna bill proposes to regulate the cold storage business as related to meat, fish, poultry,

game, eggs, butter and its substitutes, fresh fruit and vegetables. It provides all such food shall be marked with dates of entry and exit, name of warehouse and stamping the words "cold storage" on each package or the product itself. It places a limit of twelve months on the storage of the above named articles and authorizes the Secretary of Agriculture to secure reports from all warehouses as to the amounts, kinds of foodstuffs stored, storage rates charged, loans made and other data.

It also provides for an appropriation of \$200,000 to carry out the purposes of the act, which is predicated on the interstate power of Congress and covers only goods moving in interstate commerce.

In the resolutions presented by Mr. Horne and adopted these amendments are suggested: That fresh fruits and vegetables be omitted from the bill because they are not usually covered by state legislation and inasmuch as their condition is self evident. Furthermore, they are never carried beyond a single season.

The resolution calls attention to the fact that Congress has failed to make pro-

## C. B. COMSTOCK ARCHITECT

### Refrigeration and Consulting Engineer

We specialize in the designing and remodeling of buildings for cold storage and packing house plants of all kinds and thoroughly equip them.  
We invite your correspondence.

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## INSULATION MUST BE GOOD TO OBTAIN SATISFACTORY RESULTS

"AND YOU CAN'T BEAT CORK!"

OUR BOOKLET WILL INTEREST YOU. WRITE US

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THE UNION INSULATING CO. Great Northern Building CHICAGO

## MECHANICAL REFRIGERATION BETTER THAN ICE



When saving in operating cost and saving in foodstuffs are taken into consideration, the superiority of MECHANICAL REFRIGERATION over refrigeration by ice is beyond comparison.

But any refrigerating plant to be a success and, therefore, profitable to its owner, must be properly designed and installed to meet existing conditions.

Refrigerating installations by the York Organization are based on over 30 years' experience in building refrigerating machinery exclusively.

From the standpoint of service, economical operation, low upkeep cost, and small amount of attention required, York Enclosed Refrigerating Machines are the best available.

Information and Prices on Application.

**YORK MANUFACTURING COMPANY**

*Ice-Making and Refrigerating Machinery Exclusively*

**YORK, PA.**



## PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

## BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Booklet.

**Henry Bower Chemical Manufacturing Co.,** 29th Street and Gray's Ferry Road, PHILADELPHIA, PA.

SPECIFY BOWER BRAND ANHYDROUS AMMONIA which can be obtained from the following:

Atlanta—M. & M. Warehouse Co.  
Baltimore—Wernig Moving, Hauling & Storage Co., 100 W. Lombard St.  
Boston—G. W. Goerner, 40 Central St.  
Buffalo—Keystone Warehouse Co.  
Chicago—Ernst O. Heinsdorf, 1004 Cunard Bldg.  
Cincinnati—Pan Handle Storage Warehouse.  
Cleveland—General Cartage & Storage Co.  
Detroit—Brennan Truck & Storage Co.

Havana—South Atlantic Commercial Co., Successors to Lindner & Hartman.  
Jacksonville—St. Elmo W. Acosta.  
Liverpool—Peter R. McQuile & Son.  
Mexico, D. F.—Ernst O. Heinsdorf.  
Newark—American Oil & Supply Co.  
New Orleans—United Warehouse Co., Ltd.; C. Ben Thompson & Co., 506 Common St.  
New York City—Roessler & Hasslacher Chemical Co., 100 William St.  
Norfolk—Henry Bower Chemical Mfg. Co. Agency, First and Front Sts.

Philadelphia—Henry Bower Chemical Mfg. Co.  
Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., Union Arcade Bldg.  
Providence—Rhode Island Warehouse Co., Edwin Knowles.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Benton Transfer Co.  
Toledo—Moreton Truck & Storage Co.  
Washington—Littlefield, Alvord & Co.

vision for the disposition of goods carried beyond 12 months in violation of the act. It further suggests a few verbal changes to make clearer the meaning.

In speaking at the convention Mr. Horne said: "Warehouses generally believe the Gronon bill to be the best and most constructive measure yet brought forward and heartily favor its adoption in order to provide uniformity of regulation throughout the country along wise, reasonable lines, rather than to depend on conflicting laws in some states and no law whatever in others."

### FOR CHEAPER MEAT CUTS.

(Continued from page 17.)

This is more necessary because the consumer's idea of lowering the price of meat is usually to get together and curtail the consumption for a time. This is, of course, an unwise procedure from any standpoint.

### To Center Attention on the Fore-Quarter.

For publicity purposes and for concentrating the educational campaign, fore-quarter meat will be featured and headlined. Other less sought-after cuts, and the less important cuts of the fore-quarter, such as neck meat and shank, will no doubt share in the demand, although not featured at this time.

It is to be remembered that the most important point of contact with the consumer will be at the retail store, where he goes to buy his meat. Where possible, leaflets with recipes and setting forth the value of fore-quarter meat should be distributed by the retailer, who should also make such displays of fore-quarter meat as are feasible.

### Campaign Should Benefit Meat Industry.

The Institute of American Meat Packers issued the following bulletin in connection with the campaign:

#### To the Members:

The Department of Justice, as you will note from the accompanying memorandum, has asked for the co-operation of the entire meat industry to get the people to eat more fore-quarter beef. It has requested that committees be formed at all important points for the purpose of co-operating with Fair Price Commissioners and district attorneys in connection with the campaign.

Will you, then, take the following steps at once?

- Get in touch with other packers or branch house managers in your town for the purpose of forming a local committee.

- When you have met together, communicate with a few prominent retailers and then form a joint retail and wholesale committee.

- Have this joint local committee of

retailers and wholesalers advise the Fair Price Commissioner of your town or your local United States attorney or local Fair Price Committee of the name and address of your chairman, and assure him, or them, of your readiness to assist in making a success of the campaign.

4. It will be the duty of this local committee of retailers and wholesalers, working under the direction of commissioner or attorney, to decide what cuts are to be featured during the campaign.

5. As soon as this committee is formed, will you see that its chairman or secretary immediately advises the Institute of American Meat Packers, 22 W. Monroe St., Chicago, Ill., of the names and addresses of its members and officials, and also the names of the members of the Fair Price Committee, the commissioner or attorney with which it is working?

As the time is short, it is suggested that you give this your immediate attention.

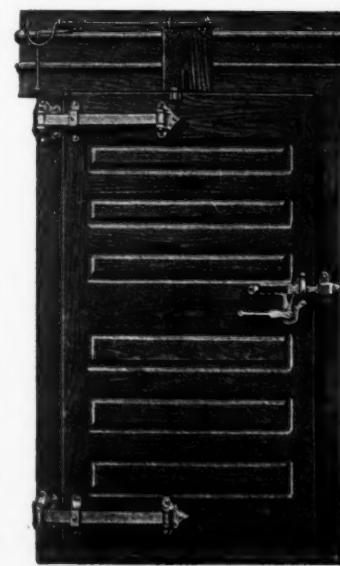
Yours very truly,

R. G. GOULD,

Secretary.

Approved:  
THOMAS E. WILSON,  
President.

**COLD STORAGE INSULATION** ALL KINDS OF  
**JOHN R. LIVEZEY** REFRIGERATOR CONSTRUCTION  
1933 Market Street Philadelphia, Pa.



## JAMISON'S STANDARD TRACK DOOR

A powerfully constructed, thoroughly insulated Cold Storage Door for Packing Houses, Abattoirs and all plants where overhead rails are in use.

*May we send you catalog 9?*

**Jamison Cold Storage Door Co.**

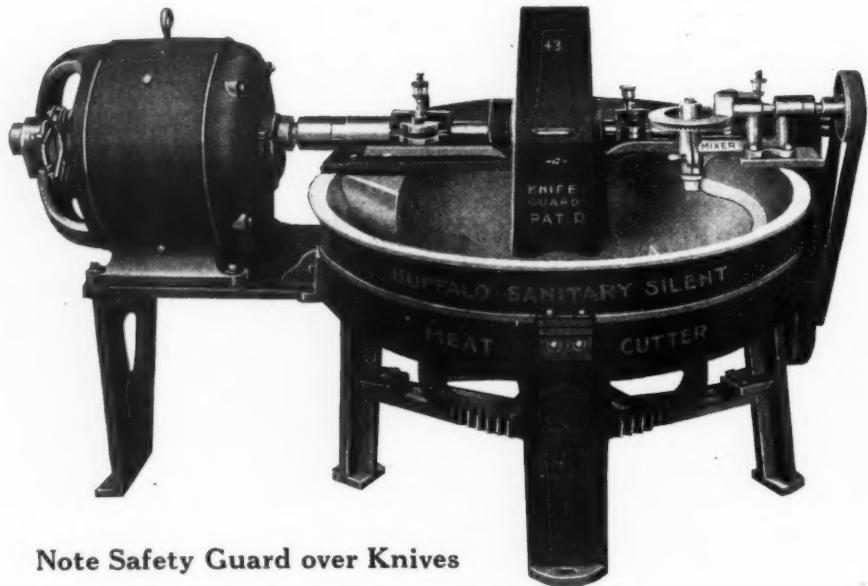
Formerly  
Jones Cold Storage Door Co.

Hagerstown, Maryland

U. S. A.

## WEISEL & COMPANY MILWAUKEE

The well known sausage manufacturers, have just installed in their plant two of our latest model No. 43 "BUFFALO" Silent Cutters with motors direct connected.



**Note Safety Guard over Knives**

Manufacturers who have built up a reputation for a superior product will not jeopardize it by using anything except the "BUFFALO" Sanitary Meat Cutter.

A great many years and large sums of money were spent in perfecting our "BUFFALO" Cutter, but we feel now that we have a machine which is built absolutely **right**, and in a class by itself.

*The repeat orders received from satisfied users most of whom are noted for making the finest quality sausage speak for themselves.*

If you investigate thoroughly the claims of others, you will surely purchase the "BUFFALO" Cutter.

The "BUFFALO" will reduce your operating expenses to a minimum.

With the mixing attachment in the bowl, the "BUFFALO" Cutter mixes the meat more thoroughly than any Cutter made.

The meat is always before the operator, enabling him to watch it very carefully, and try it when necessary.

The bowl can be emptied with a scoop or by hand in less time than any other type cutter, **and it can be cleaned in one-quarter of the time.**

If you consider a Silent Cutter from every point of view, and make comparisons, you will be convinced that the "BUFFALO" still remains in a class by itself.

Send for catalog illustrating our Mixers, Stuffers, etc.

**JOHN E. SMITH'S SONS CO., 50 Broadway, Buffalo, N.Y.**

## FOR PURCHASING DEPARTMENTS

### FEDERAL ONE-TON MOTOR TRUCK.

These are strenuous days in the motor truck manufacturing business. Labor conditions in this business, as in others, have been unsettled and costs therein rising; materials have been scarce and prices of same mounting. But the demand has been so insistent that the Federal Motor Truck Co. found it necessary to speed up in designing and construction of the new Federal one-ton series. The one-ton field is the most overcrowded of any capacity truck today, it is said, overcrowded as to models and as to prices. Too much stress, however, has been placed upon low prices, excessive speed and extremely light weight construction, reports claim.

The new Federal one-ton truck shown for the first time at the New York and Chicago national truck show, is built strictly in accordance with Federal standards of real hard duty service. The essential features worked out in the new one-ton Federal, therefore, are: a governor control speed of 25 miles per hour, pneumatic cord tires, pressed steel frames, disc steel wheels, heavy support radius rods, electrical lighting equipment lamps on swivels which can be turned to point where light is needed most, special hard

raw material to Chicago for manufacture. This was, the paper claimed, a new idea the packers had found to beat the exchange situation. Inquiry revealed that there was nothing in the story.

E. C. Fox, president of the William Davies Co., is in Chicago this week.

Brig. Gen. John Gunn, head of Gunn's Limited, is in England in connection with the financing of the new flotation placed in Canada by that firm.

J. S. McLean, secretary and general manager of Harris Abattoirs, is in the South for a month.

### CANADIANS ANSWER ATTACK.

Toronto, March 10.

A week ago the Sun, the organ of the farmers of Ontario, made an attack on the Canadian packers, leaving the inference that the packers had robbed the farmers of some \$30,000 in fees. The Industrial and Development Council of Canadian Meat Packers immediately sent a letter over the signature of Secretary Todd, and in today's issue of the farmers' paper a two-column article retracts the charges.

The article, under the heading "Packers claim no responsibility for wrong inspection charges," commences: "Further in-

the issue of "The Farmers' Sun" of February 21, entitled "Packers Extracted \$30,000 that Belonged to Farmers?" If allowed to go unchallenged they would do a serious injury to the whole livestock industry. Believing that you are anxious to know and to have your readers know the truth, the Industrial and Development Council of Canadian Meat Packers here-with sets out the facts.

In regard to deductions made in the case of animals not purchased for slaughter:

1. If \$30,000 was collected in this manner, it did not go to packers directly or indirectly.

If anyone "robbed the farmer," the packer had nothing to do with it.

2. The deductions made by dealers or their agents in such sales have nothing to do with the packers.

They have no part in it and are not responsible for it in any way.

3. The stockyards have nothing to do with making the charge. The stockyards company does not benefit from it in any way. It is an arrangement between buyer and seller. It is a part of the purchase price agreed upon.

In regard to deductions made in the case of animals purchased for slaughter:

1. Statistics, compiled from the statements supplied by a representative number of packing plants for the months of October and November, 1919, give the following results:

Cattle, sheep and hogs purchased, 376,268.

Approximate weight of carcasses and parts condemned, 1,140,000 lbs. Value \$91,659.43.

Value of all recoveries including grease and fertilizer, \$28,610.13; loss, \$63,049.30.

Deducted to cover losses due to condemnations made by Dominion Government inspectors, \$60,099.75; net loss \$2,949.55.

It is conceded by those familiar with the facts that the deductions do not cover the losses.

2. The general practice in buying in the country for direct shipment to packing plants is to make the regular deduction to cover losses due to disease.

The larger packing plants follow this practice on all purchases of livestock for slaughter.

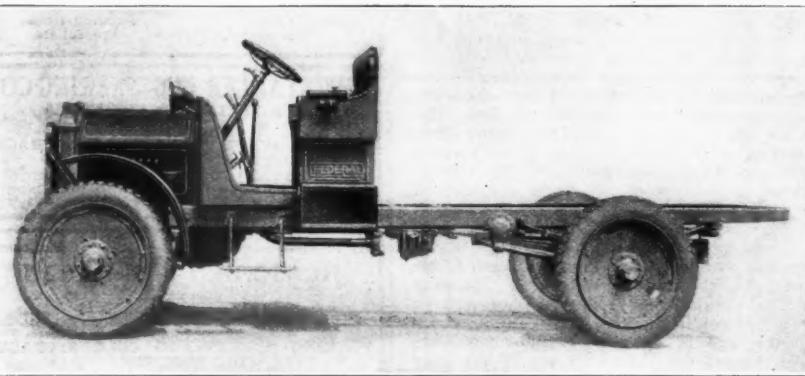
A few of the smaller plants may waive it in part, but this makes up only a very small percentage of the total purchases made direct and the loss may in these cases be provided for in the price paid.

In regard to the statement about this council: The meat packers desire their organization to be known as the Industrial and Development Council of Canadian Meat Packers because they believe that the packer has a real part to do in building up the Canadian livestock industry by co-operating with farmers and the press in making known the facts and conditions of the production, manufacture and marketing of meat. The problem of dealing with disease in meat animals, of which the packers' losses are a part, is a complicated question and the packers individually and through this Council are prepared at all times to co-operate with farmers, government officials and the press in making known the facts and in seeking a remedy.

S. TODD, Sec'y.

### RETAIL OLEO TAX IN KENTUCKY.

A bill has been introduced in the Kentucky legislature to impose a tax of \$10 per annum on retailers of oleomargarine. This is manifestly for the purpose of discouraging competition with butter.



Chassis of the New Federal One-ton Motor Truck.

service battery and generator, thoroughly proven power tire pump, and steel seat and dash.

The officials of this company are certain from the demand created before this truck was put on the market that it has a place of its own in motor transportation. It has all the sturdy lines of the larger Federals, with the additional feature of speed. It is a heavy duty truck for light loads, not a cut-down passenger designed chassis with heavier members and springs. It is not a makeshift in any sense of the word; but it is backed by a thoughtful and careful design, with the main purpose of giving successful and continuous service.

### CANADA TIRES OF REGULATION.

(Continued from page 19.)

#### News of Canadian Doings.

An evening paper in Toronto published a wild story to the effect that several Canadian packers had closed down their lard-making plants and were shipping the

vestigation into the question of 'packers' insurance' at the Union Stock Yards, Toronto, brings out several interesting facts. In the first place it seems to be fully established that the packers have nothing to do with the placing of the charge on the livestock passing through the yards, any farther than the imposition of the charge in the first place on stock which they purchase, a charge which was placed with the concurrence of all concerned, and with a fatherly blessing of the Federal Government."

The paper claims, however, that the sum collected by the packers is not justified, but the packers will go to Ottawa next week to prove that the charge is a proper one and that the loss if the charge is not made would be a hardship.

#### Packers' Council Answers Charges.

The letter of Secretary Todd to the Sun reads:

To the Editor of The Farmers' Sun:

Meat packers have read with astonishment the charges made in the article in

# Chicago Section

John W. Hall has been in the East for a few days on business.

Wednesday marked the thirty-sixth anniversary of the Chicago livestock exchange.

E. C. Fox, of Toronto, Can., president of William Davies Co., Inc., was in Chicago during the week.

T. W. Taliaferro, vice-president of Hammond Standish & Co., Detroit, Mich., was in Chicago this week.

W. E. Miller, Jr., sales manager of the Stevens Company, New York, was a visitor to the city this week.

C. A. Nigh of the Standard By-Products Company, Louisville, Ky., paid his respects to the city the early part of the week.

G. W. RuDesile, who was recently appointed to represent the Albright Nell Company's interests in Australia, left Chicago this week for the scene of his new activities.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, March 6, 1920, on shipments sold out, averaged 15.83 cents a pound and ranged from 10.00 to 23.00 cents a pound.

Purchases of livestock by packers for the first three days of the week were as follows: Monday, 8,183 cattle, 1,519 calves, 24,523 hogs, and 11,132 sheep; Tuesday, 8,919 cattle, 4,270 calves, 18,904 hogs and 7,338 sheep; Wednesday, 5,345 cattle, 1,495 calves, 14,473 hogs and 5,206 sheep.

Today girl employees of Armour & Company are invited to attend a fashion show given by the company. The proper clothes to wear to business will be exhibited, with a view to educating the girls as to how to dress more economically to aid them in their battle with the high cost of living.

About 600 retail butchers of the Englewood district responded to Armour & Company's invitation to visit their plant this week. The visitors were given a demonstration of beef cutting, following which Vice-president Arthur Meeker and C. F. Sanders of the Mallory, Mitchell Faust & Company made short addresses to them on the subject of sales.

Among the prominent outside packers who visited the city this week were the following: Fred Duffield, Jacob E. Decker & Sons, Mason City, Iowa; Fred Fuller of the Iowa Packing Company, Des Moines, Iowa; Fred Begg of the Powers-Begg Company, Jacksonville, Ill.; Isaac Powers of the Home Packing Company, Terre Haute, Ind.; Bert Hemig of the Wilson Provision Company, Peoria, Ill.; and Al Eberhardt of Geo. A. Hormel & Son, Austin, Minn.

#### WILSON EMPLOYEES' BENEFIT PLAN.

A benefit plan giving equal privileges and payments to every one of its 25,000 employees was announced this week at the offices of Thomas E. Wilson, president of Wilson & Company. Every employee of Wilson & Company, or any of its subsidiaries, is eligible.

Under the terms of the fund employees are paid weekly sick benefits of \$7.50 and in the case of death \$200 is paid for funeral expenses and insurance paid either

in weekly installments or in a lump sum up to \$1,000.

The amount of sick benefits and funeral expenses are payable in the amounts named at any time after the employee becomes a member of the fund, but the insurance varies from \$200 after six months' employment up to \$1,000 after five years' uninterrupted employment. Credit for service does not date back but begins with the time the employee joins the fund.

Employees joining the fund will pay only 20 cents per week, while Wilson & Company will pay annually a sufficient amount to defray all expenses of conducting the fund and contribute enough to keep the fund intact. Solvency of the fund is guaranteed by Wilson & Company.

Control of the affairs of the fund are virtually left in the hands of the members. The plans provide for a board of trustees numbering twenty, ten of whom are to be appointed by the company and ten to be elected by the members, each trustee having equal voting power. The president of Wilson & Company is permanent chairman.

By reason of the scattered locations of the company's branches and manufacturing plants and to guarantee equal representation on the board, eight districts have been established. Each of these districts may elect one trustee, while the employees of all branch houses, regardless of location or territory, which are considered a unit, may elect one trustee. The same rule applies to the accounting, clerical and general office force, which provides these employees may be represented by a trustee. Trustees are elected for one year.

Every employee of the company may participate in the fund, if they now are members of any existing employees' benefit association or fund of Wilson & Company or its subsidiaries, regardless of age or physical condition. All other employees up to the age of 55 may become members and those more than 55 years of age may become members after passing a physical examination or without the examination upon recommendation of the trustees or general secretary. These provisions are made to reward deserving employees and to protect the fund.

Under the heading of benefits the plan provides: Weekly benefits of \$7.50 shall be paid for twenty weeks during an illness or accident arising out of causes not connected with the employment of the member. Medical services will be extended employees free at plants where the company has an established medical department. This service shall consist of necessary examination, medicines and such treatment as may be administered at the plant medical departments. Where

no medical department exists a weekly allowance of \$2.50 for medical services will be paid. However, further medical, surgical and hospital treatment can be extended to the sick or injured employee member, not to exceed \$200.

In the event of death, \$200 shall be paid either to the family or to an undertaker for funeral expenses. In addition to the funeral benefit the dependent heir or heirs of the employee member, if any, shall receive the following amounts of insurance: After six months continuous employment, \$200; one year's continuous employment, \$500; two years' continuous employment, \$650; three years' continuous employment, \$750; four years' continuous employment, \$850; five years' continuous employment, \$1,000.

In the event of permanent disability, resulting from causes other than his or her work, the member of the fund shall receive the amount specified as a death benefit. Under the plan the trustees receive the right to pay death benefits in weekly installments of \$10 each or to pay the entire amount at once, it being the purpose to protect the heirs against loss.

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UNION STOCK YARDS  
CHICAGO

#### OPPOSE PACKER LEGISLATION.

(Continued from page 18.)

of the government cannot secure convictions for violations of existing laws, let us give them new laws or provide ourselves with new and better means of enforcement.

3—If the licensing system, by whatever name it may be called, be adopted, the commission men should be exempted, since they act solely as direct agents of the producer, who is to be exempted.

4—if regulation must come, let it be by a commission such as the Interstate Commerce Commission, or such a body as the Food Administration, and not by the present Federal Trade Commission. Give the industry a fair fighting chance to establish its right to live and continue in business. Let all interests have a representative on his commission.

5—in preference to the licensing system of control, let consideration be given to control by taxation. If more economical distribution will obtain through the medium of the big packer, his profits can thus be held to a reasonable basis.

6—if we must license the handlers of meat and meat products, let us by all means supply a rigid system of control of the retailer and limit the margin of

## BONE CRUSHERS



### WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

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## Thomson & Taylor Spice Company

*Recleaned Whole and Ground  
Spices for Meat Packers*

CHICAGO

ILLINOIS

profit the same way. Unless this is done the consumer can never benefit from any regulation.

7—License control might be extended

to great hotels, restaurants, dining cars, etc., since their motto seems to be to cut down the portions and put up the prices. This suggestion is intended seriously.

## CHICAGO LIVE STOCK

	Cattle.	Calves.	Hogs.	Sheep.
Monday, March 1...	13,174	3,253	43,290	13,396
Tuesday, March 2...	11,530	3,798	29,853	12,876
Wednesday, March 3...	5,664	2,052	14,796	15,885
Thursday, March 4...	9,864	3,563	31,037	9,866
Friday, March 5...	3,981	1,457	19,965	3,204
Saturday, March 6...	998	62	11,101	480

	Cattle.	Calves.	Hogs.	Sheep.
Total last week...	45,211	11,185	150,071	55,707
Previous week...	56,278	15,735	144,824	71,389
Year ago...	47,906	12,307	127,673	44,559
Two years ago...	76,854	15,099	204,430	67,108

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, March 1...	13,174	3,253	43,290	13,396
Tuesday, March 2...	11,530	3,798	29,853	12,876
Wednesday, March 3...	5,664	2,052	14,796	15,885
Thursday, March 4...	9,864	3,563	31,037	9,866
Friday, March 5...	3,981	1,457	19,965	3,204
Saturday, March 6...	998	62	11,101	480

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, March 1...	2,361	322	11,198	2,634
Tuesday, March 2...	2,968	203	7,546	2,892
Wednesday, March 3...	3,932	225	3,919	3,349
Thursday, March 4...	2,925	134	6,707	3,280
Friday, March 5...	2,274	1	3,393	1,296
Saturday, March 6...	347	...	2,804	...

## Total last week...

	Cattle.	Calves.	Hogs.	Sheep.
Monday, March 1...	2,361	322	11,198	2,634
Tuesday, March 2...	2,968	203	7,546	2,892
Wednesday, March 3...	3,932	225	3,919	3,349
Thursday, March 4...	2,925	134	6,707	3,280
Friday, March 5...	2,274	1	3,393	1,296
Saturday, March 6...	347	...	2,804	...

## Total last week...

Total receipts at Chicago for week to March 6, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending March 6...	30,500	113,200	42,400
Previous week...	38,503	105,294	57,927
Corresponding week, 1919...	32,867	97,711	36,557
Corresponding week, 1918...	52,486	142,983	56,579
Corresponding week, 1917...	26,389	111,967	55,634
Corresponding week, 1916...	31,892	111,941	54,562

Total receipts of hogs at eleven markets:

	Week.	Year to date.
Week ending March 6...	521,000	6,522,000
Previous week...	655,000	...
Corresponding week, 1919...	550,000	7,844,000
Corresponding week, 1918...	640,000	7,016,000
Corresponding week, 1917...	635,000	6,932,000
Corresponding week, 1916...	510,000	7,057,000
Corresponding week, 1915...	548,000	6,753,000
Corresponding week, 1914...	406,000	5,301,000
Corresponding week, 1913...	455,000	5,472,000
Corresponding week, 1912...	458,000	6,725,000
Corresponding week, 1911...	555,000	5,252,000

Combined receipts at seven points for week ending March 6, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
This week...	13,000	428,000	153,000
Previous week...	17,000	470,000	17,000
1919...	157,000	465,000	116,000
1918...	225,000	546,000	232,000
1917...	141,000	411,000	161,000
1916...	147,000	439,000	206,000
1915...	145,000	433,000	208,000
1914...	123,000	323,000	234,000

Combined receipts at seven markets for year to March 6, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
1920...	1,837,000	5,272,000	1,770,000
1919...	2,123,000	6,591,000	1,761,000
1918...	1,988,000	5,605,000	1,724,000
1917...	1,719,000	5,097,000	2,065,000
1916...	1,452,000	6,410,000	2,020,000
1915...	1,196,000	4,953,000	2,025,000

Chicago packers' hog slaughter for week ending March 6, 1920:

	Week.	
Armour & Co...	21,200	
Anglo-American...	7,600	
Swift & Co...	13,900	
Hammond Co...	7,100	
Morris & Co...	8,800	
Wilson & Co...	9,400	
Boyd-Lunham...	7,300	
Western Packing Co...	9,100	
Roberts & Oake...	4,900	
Miller & Hart...	3,700	
Independent Packing Co...	4,000	
Brennan Packing Co...	3,200	
William Davies Co...	3,700	
Others...	15,300	

Total...

	119,300
Previous week...	113,300
Year ago...	108,400

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Week ending March 6...	\$13.30	\$14.80	\$13.30
Previous week...	12.55	14.30	13.55
Cor. week, 1919...	15.75	18.20	13.50
Cor. week, 1918...	12.00	16.75	12.75
Cor. week, 1917...	10.90	14.65	11.40
Cor. week, 1916...	8.70	9.50	8.20
Cor. week, 1915...	7.80	6.80	7.60
Cor. week, 1914...	8.40	8.70	5.95
Cor. week, 1913...	8.30	8.78	6.55
Cor. week, 1912...	7.29	6.89	5.10

	CATTLE.
Choice to prime steers...	\$14.50@15.75
Good to choice steers...	12.25@15.25
Medium to good steers...	10.00@12.75
Fair to good steers...	11.00@13.50
Yearlings, fair to choice...	11.00@15.50
Stockers and feeders...	8.00@11.50
Good to prime cows...	8.50@11.50
Fair to fine heifers...	10.00@12.35
Fair to good cows...	6.25@8.50
Canners...	4.00@5.00
Cutters...	5.00@6.25
Bologna bulls...	7.75@8.25
Butcher bulls...	8.50@11.00
Veal calves...	15.00@17.25

	HOGS.
Choice to light butchers...	\$15.20@15.50
Medium weight butchers...	14.75@15.15
Heavy weight butchers...	14.65@15.20
Heavy weight butchers, 270-350 pounds...	14.00@14.60
Fair to fancy light...	14.75@15.60
Heavy packing...	13.25@14.15
Rough packing...	12.75@13.50
Pigs...	12.00@14.50
Stags...	11.75@15.25

	SHEEP.
Fed yearlings...	\$12.00@17.50
Fed western lambs...	17.00@20.00
Native lambs...	16.00@19.50
Feeding lambs and shearers...	15.00@18.00
Wethers...	12.00@14.50
Ewes...	12.00@14.50

## CHICAGO PROVISION MARKETS

## Range of Prices.

## SATURDAY, MARCH 6, 1920.

## PORK—(Per bbl.)—

	Open.	High.	Low.	Close.
May	\$35.00	\$35.10	\$34.85	\$34.95
June	35.25	35.45	35.25	35.45
July	22.00	22.37	22.05	22.07
Aug.	21.50	21.85	21.50	21.82

## LARD—(Per 100 lbs.)—

	Open.	High.	Low.	Close.
May	21.52	21.75	21.45	21.47
June	22.12	22.37	22.05	22.07
July	22.00	22.30	21.87	22.10
Aug.	22.32	22.45	22.15	22.35

## RIBS—(Boxed, 25¢ more than loose)—

	Open.	High.	Low.	Close.
May	18.40	18.65	18.40	18.65
June	18.20	18.52	18.20	18.37
July	18.70	19.02	18.65	18.87
Aug.	19.10	19.40	18.92	18.72

## MONDAY, MARCH 8, 1920.

## PORK—(Per bbl.)—

	Open.	High.	Low.	Close.

<tbl\_r cells="5" ix="1" maxcspan="1" maxrspan="1" usedcols="5

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers.....	21	@23
Good native steers.....	20	@21
Medium steers.....	17	@19
Heifers, good.....	16	@18
Cows.....	12	@16
Hind quarters, choice.....	12	@28
Fore quarters, choice.....	12	@16

## Beef Cuts.

Steer Loins, No. 1.....	50	@50
Steer Loins, No. 2.....	45	@45
Cow Loins.....	28	@28
Steer Short Loins, No. 1.....	49	@49
Steer Short Loins, No. 2.....	42	@42
Steer Loin Ends (hips).....	30	@30
Steer Loin Ends, No. 2.....	30	@30
Cow Short Loins.....	30	@30
Cow Loin Ends (hips).....	22	@22
Steer Ribs, No. 1.....	32	@32
Steer Ribs, No. 2.....	25	@25
Cow Ribs, No. 1.....	29	@29
Cow Ribs, No. 2.....	19	@19
Steer Rounds, No. 1.....	20	@20
Steer Rounds, No. 2.....	19	@19
Cow Rounds.....	14	@14
Steer Chucks, No. 1.....	14	@14
Steer Chucks, No. 2.....	18	@18
Cow Chucks.....	10	@10
Steer Plates.....	12	@12
Medium Plates.....	11	@11
Briskets, No. 1.....	29	@29
Briskets, No. 2.....	16	@16
Steer Navel Ends.....	9	@9
Cow Navel Ends.....	8	@8
Fore Shanks.....	8	@8
Hind Shanks.....	7	@7
Rolls.....	22	@22
Strip Loins, No. 1.....	42	@42
Strip Loins, No. 2.....	22	@22
Strip Loins, No. 3.....	20	@20
Sirloin Butts, No. 1.....	30	@30
Sirloin Butts, No. 2.....	30	@30
Sirloin Butts, No. 3.....	28	@28
Beef Tenderloins, No. 1.....	65	@65
Beef Tenderloins, No. 2.....	60	@60
Rump Butts.....	18	@18
Flank Steaks.....	22	@22
Boneless Chucks.....	12	@12
Shoulder Clods.....	20	@20
Hanging Tenderloins.....	12	@12
Trimmings.....	10	@10

## Beef Product.

Brains, per lb.....	12	@10 <sup>1</sup> / <sub>2</sub>
Heads.....	8	@9
Tongues.....	33	@33
Sweetbreads.....	53	@55
Ox Tail, per lb.....	15	@15
Fresh Tripe, plain.....	12	@12
Fresh Tripe, H. C.....	10	@10
Livers.....	10	@10
Kidneys, per lb.....	12	@12

## Veal.

Choice Carcass.....	26	@28
Good Carcass.....	20	@25
Heavy Carcass.....	16	@20
Good Saddles.....	20	@30
Good Backs.....	16	@18
Medium Backs.....	10	@10

## Veal Product.

Brains, each.....	12	@10 <sup>1</sup> / <sub>2</sub>
Sweetbreads.....	65	@68
Calf Livers.....	26	@34

## Lamb.

Choice Lambs.....	32	@32
Common Lambs.....	30	@30
Choice Saddles.....	36	@36
Choice Fore.....	28	@28
Medium Lambs.....	31	@31
Medium Fore.....	26	@26
Medium Fore, saddles.....	35	@35
Lamb Fries, per lb.....	20	@20
Lamb Tongues, each.....	18	@18
Lamb Kidneys, per lb.....	25	@28

## Mutton.

Heavy Sheep.....	23	@23
Light Sheep.....	24	@24
Heavy Saddles.....	26	@26
Light Saddles.....	22	@22
Heavy Fore.....	29	@29
Light Fore.....	21	@21
Mutton Legs.....	28	@28
Mutton Loins.....	25	@25
Mutton Stew.....	15	@15
Sheep Tongues, each.....	18	@18
Sheep Heads, each.....	14	@14

## Fresh Pork, Etc.

Dressed Hogs.....	23	@24
Pork Loins.....	30	@30
Lard.....	23	@23
Tenderloins.....	28	@28
Spare Ribs.....	20	@20
Butts.....	25	@25
Hocks.....	21	@21
Trimmings.....	18	@18
Extra Lean Trimmings.....	25	@25
Tails.....	15	@15
Shorts.....	11	@11
Pigs' Feet.....	14	@14
Pigs' Heads.....	12	@12
Blade Meat.....	9	@9
Cheek Meat.....	16	@16
Hog Livers, per lb.....	12	@12
Neck Bones.....	13	@13
Skinned Shoulders.....	21	@21
Pork Hearts.....	84	@84
Pork Kidneys, per lb.....	25	@25
Pork Tongues.....	7	@7
Slip Bones.....	9	@9
Tail Bones.....	10	@12
Bras.....	24	@24
Backfat.....	24	@24
Hams.....	30	@30
Cafas.....	21	@21
Pelles.....	36	@36

## SAUSAGE.

Columbia Cloth Bologna.....	16	@16
Bologna, large, long, round, in casings.....	16	@16

Choice bologna.....	17	@17
Frankfurter.....	21	@21
Liver Sausage, with beef and pork.....	20	@20
Minced Sausage.....	20	@20
New England Style Luncheon Sausage.....	19	@19
Prepared Luncheon Sausage.....	21	@21
Special Compressed Sausage.....	18	@18
Liberty Luncheon Sausage (Berlin).....	19	@19
Oxford Lean Butts.....	31	@31
Garlic Sausage.....	16	@16
Country Smoked Sausage.....	18	@18
Country Fresh Sausage.....	18	@18
Pork Sausage, bulk or link.....	26	@26
Pork Sausage, short link.....	26	@26
Boneless lean butts in casings.....	19	@19
Luncheon Roll.....	21	@21
Delicatessen Loaf.....	21	@21
Jellied Roll.....	21	@21

Summer Sausage.....	50	@50
D'Arles, new goods.....	50	@50
Beef casing Salami.....	44	@44
Italian Salami (new goods).....	49	@49
Capri.....	41	@41
Holsteiner.....	34	@34
Pepitone, long links.....	45	@45
Farmer.....	51	@51
Cervatal.....	50	@50

## Sausage in Brine.

Bologna, kits.....	2.40
Bologna, $\frac{1}{2}$ s@12s.....	4.00@14.00
Beef, links, kits.....	2.75@12.00
Pork, links, $\frac{1}{2}$ s@12s.....	4.00@12.00
Polish Sausage, kits.....	2.46
Polish Sausage, $\frac{1}{2}$ s@12s.....	3.18@12.00
Frankfurts, kits.....	3.00
Frankfurts, $\frac{1}{2}$ s@12s.....	5.00@17.50
Blood Sausage, kits.....	3.35
Blood Sausage, $\frac{1}{2}$ s@12s.....	5.50@19.25
Liver Sausage, kits.....	2.50
Liver Sausage, $\frac{1}{2}$ s@12s.....	nons
Pickled Pork Snouts, in 200-lb. barrels.....	20.25
Pickled hog chitterlings, uncooked, blis.....	29.45
Pickled hog chitterlings, cooked, blis.....	29.45
Sheep Tongues, short cut, barrels.....	70.50

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	\$17.75
Pickled Plain Tripe, in 200-lb. barrels.....	17.25
Pickled H. C. Tripe, in 200-lb. barrels.....	19.00
Pickled Ox Lips, in 200-lb. barrels.....	nons
Pickled Pork Snouts, in 200-lb. barrels.....	20.25
Pickled hog chitterlings, uncooked, blis.....	29.45
Pickled hog chitterlings, cooked, blis.....	29.45
Sheep Tongues, short cut, barrels.....	70.50

## CANNED MEATS.

Corined beef.....	Per doz.	No. 1. No. 2. No. 6.
		\$3.50 \$6.75 \$20.00
Roast beef.....		3.50 6.75 20.00
Roast mutton.....		3.75 7.25 25.00
Sliced dried beef.....	\$1.85	2.65 4.05 47.00
Ox tongue, whole.....		18.75 55.50
Luncheon tongue.....		3.65 6.25 11.00 43.50
Corned beef hash.....	1.15	2.50 5.75
Roast beef hash.....		....
Hamburger steak with onions.....		1.35 3.00 6.00
Vienna style sausage.....	1.25	2.25 5.00
Luncheon sausage.....	1.30	2.25
Breakfast sausage.....	1.30	2.25
Veal loaf, med. size.....		2.25

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in case.....	Per doz.	\$3.50
4-oz. jars, 1 doz. in case.....		6.75
8-oz. jars, $\frac{1}{2}$ doz. in case.....		12.00
16-oz. jars, $\frac{1}{2}$ doz. in case.....		21.00

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels.....	(\$31.00)
Plate Beef.....	(\$27.00)
Prime Mess Beef.....	(\$4)
Rodlettes.....	(\$31.00)
Beef Hams (220 lbs. to blb.).....	(\$28.00)
Rump Butts.....	(\$28.00)
Clear Fat Backs.....	(\$43.00)
Family Back Pork.....	(\$43.00)
Beam Pork.....	(\$35.50)

## LARD.

Pure Lard, kettle rendered, per lb., tes.....	(\$23.50)
Pure Lard.....	(\$23.50)
Cooking oil, per gal., in barrels.....	(\$21.00)
Cooking oil, per barrel, in barrels, $\frac{1}{2}$ doz. and bakers' shortening, tubs.....	(\$25.00)
Barrels, $\frac{1}{2}$ c. over tierces, half barrels, $\frac{1}{4}$ c. over tierces, tubs and pails, 10 to 80 lbs., $\frac{1}{4}$ c. to 1c. over tierces.....	(\$25.00)

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	@34
Cartons, rolls or prints, 1 lb.....	@35
Cartons, rolls or prints, 2@5 lbs.....	@34<sup

# Retail Section

## PROBLEMS OF THE RETAIL MEAT DEALER

### Some Things the Practical Butcher Is "Up Against"

By John A. Kotal, National Secretary, United Master Butchers of America.

**EDITOR'S NOTE.**—This is the second article in a discussion on the problems of the retail butcher, written for THE NATIONAL PROVISIONER by one of the best-known retailers in the country.]

The tables quoted in my last article in The National Provisioner, showing the variations in price of wholesale lamb and beef cuts, are by no means representative of the meat sold by the average retailer, and these tests on good meat show what an excellent opportunity there is for the unscrupulous dealer who does not sell a like grade of meat.

The unscrupulous dealer has been and is even now the cause of much anxiety for our city, state and national legislators. To curb the activities of this class of merchants, who I believe are in the minority, it will be necessary to enact rigid legislation providing a severe penalty for infraction, to protect the consuming public from meat unfit for human consumption at exorbitant prices.

Among the principal evils practiced by unscrupulous dealers are the substitution of goat and poor sheep meat for good mutton; advertising choice and prime grades and actually selling common or frozen meat; likewise, a substitution of poor cows for choice steers, particularly when the price range is broad; the substitution of rolled beef plates for rolled rib roast, and short weighing, as it is commonly spoken of. The prudent housewife should have a pair of scales on her pantry shelf to take care of the latter trouble.

The appellation "profiteer" properly may be hurled at dealers guilty of any or all of these practices, but it is unfair to place the stigma on the entire trade.

#### Should Have Honest Advertising.

Let us have the truth in advertising. The excuse advanced for vicious and untrue advertising is that the "public falls for it," and that their expectations must be met can no more be admitted than if it were advanced by the purveyors of food who sell poisonous adulterations.

There are many reputable retail meat dealers today who have the necessary qualities that make for efficiency, and they would add to their good citizenship by directing the efficiency into channels for public benefit.

The good will of advertising and its power to yield the proper returns is limited every time some advertiser publishes an untrue advertisement. It is not uncommon for one to read several advertisements daily that are absolutely absurd.

Now, what effect does this false advertising have on production? Simply this: The cheaper grades of meat are being sold in an ever-increasing number of markets, and retailers that formerly sold the better

grades are obliged to purchase the cheaper cuts to satisfy, in price, a class of trade that is entirely ignorant of the many classes and grades of beef, pork, lamb, etc. The heavy demand for common and medium beef at certain periods of the year is so great that the market price of the farmer's livestock which would grade good and choice is obliged to decline, probably causing a great loss to the producer.

#### Profiteers and Price Committees.

During and since the war numerous committees have been appointed in many cities for the purpose of issuing fair price lists for meat and other food commodities, and to "capture the profiteer." How shall we interpret the word "profiteer"? Personally, I think it should apply to the "gay deceivers" who by false and malicious advertising, coupled with the intent to deceive, make an exorbitant profit on their goods. But without a law relative to "truth in advertising," and particularly applying this to meat, I see no remedy for the present at least.

Numerous articles carried in the daily papers relative to "thousands of housewives expected to gather and be instructed how to investigate and gather evidence against profiteers," show effort which would be utilized to greater advantage if they would explain to the housewives how by certain legislation the "profiteer" can be eliminated from the field of business.

I have personally felt that price-fixing committees for retailers are of little or no avail, as there is always danger of making the maximum price the minimum, and because of the many classes of stores and grades of meat sold it is most difficult for the committee to function with any degree of accuracy. Hence there could not be such a thing as a real fair price committee.

#### Function of the Butchers' Association.

This discussion should not be construed as an individual opinion, but as representative of the sentiment of the United Master Butchers' Association of America. One of the purposes of the national association is to give legislative and public bodies, and others, facilities for conferring with and ascertaining the views of persons engaged in the retail meat trade, as regards matters directly or indirectly affecting that trade. We believe that individual initiative should be stimulated.

The retailers as a whole welcome government supervision whereby all interests will be adequately protected and the owners assured of a progressive system and a fair return upon their investment. The reputable retailer welcomes action that will intimidate the irresponsible, incompetent and fraudulent dealer in this branch

of the meat industry. A governmental agency of some kind, either state or federal, with power to adjust any and all questions of importance, would be a most progressive step in the right direction, and what seems to be a complicated mass of difficulties now could be agreeably and peacefully settled, with justice and equality of opportunity for all.

#### BUTCHERS ANGRY AT PALMER.

That Attorney General Palmer stirred up a "hornet's nest" when he recently expressed views concerning profiteering by retail butchers, while passing through Chicago, is evident by the wave of protest sweeping the country from coast to coast.

Last week, The National Provisioner printed views of retail butcher associations in various sections of the country, wherein statements were made to the effect that the attorney general can go as far as he pleases in his investigation. Tardy reports on the same subject, just arriving, evidence similar comment on the subject by butcher associations in Detroit, Mich., Joliet, Ill., and Springfield, Mass.

The general trend of opinion is that butchers are governed entirely by wholesale market quotations. The rising and lowering of quotations are the thermometers by which prices to consumer are governed. Butchers contend that their margin is so small that they can in no wise be termed "profiteers" and are ready and willing to show their books to any governmental investigating body which may be appointed at the instance of the attorney general.

Cheaper cuts of meat are advocated in most of the editorials in connection with the refutation of the attorney general's charges as the solution of the problem. Practically all butchers allege that if the consuming public is educated to that point where they will appreciate the advantages of cheap cuts, then an immediate, marked reaction in lower selling prices will result.

#### MINN. MEAT CONVENTION REPORT.

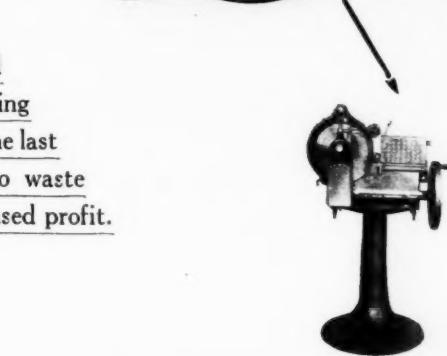
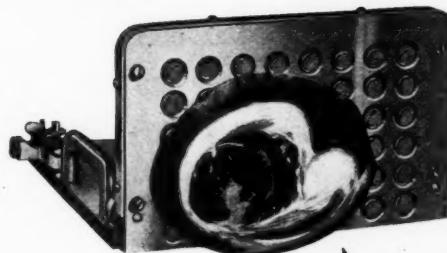
A report rendered by the secretary of the Minnesota Meat Dealers' Association's convention, which was held at St. Paul, February 25 and 26, indicates many matters of local importance were discussed, following which an election of officers took place with the result that Al. H. Fenske was named president; Andrew Saffert, vice-president; R. A. Froelich, second vice-president; B. J. Burrows, third vice-president; H. J. Solberg, fourth vice-president, and David E. Stift secretary and treasurer. Minneapolis was unanimously chosen for the next annual convention which is scheduled for the early part of 1921.

Don't be reckless—the penitentiary is full of reckless people, says the National Safety Council.

# TIP

This meat-end plate on the AMERICAN Slicer enables you to eliminate waste. The little claw-like fingers grip the portion of meat and hold it so that the revolving knife can cut to the last thin slice. No waste means increased profit.

Write us for more information, our catalog and booklet, "How to Bone and Slice Cured Hams at a Profit."



## American Slicing Machine Co. 1303 Republic Bldg., Chicago

### LOCAL AND PERSONAL.

B. Chenvert has opened a meat market at Kalispell, Mont.

Sid Semingson will shortly open a meat market at Eleva, Wis.

Dennis Hagen will shortly open a meat market at Hawley, Minn.

Henry Jicha will shortly open a meat market at Dunning, Nebr.

The Three L meat market has been opened at Stoughton, Wis.

Frank Kleb will shortly reopen his meat market at Park Rapids, Minn.

W. G. Merkle, Bucyrus, O., has sold his meat business to Solze & Vance.

The Steed meat market has opened for business at Independence, Kans.

F. A. Bauske will re-engage in the meat business shortly at Webster, S. D.

H. J. McHugh's meat market has been sold to C. Shay at Kasson, Minn.

C. Assenmet has sold his meat market to H. Steinbeck at Hendricks, Minn.

Stephenson Bros. will shortly open a retail meat market at Wymore, Nebr.

Frank Krull has disposed of his meat market business at Black Creek, Wis.

Henry Steinbeck has purchased the local meat market at Henderson, Minn.

The Jones-Carlton meat market has been destroyed by fire at Woonsocket, S. D.

Elzie Dobson grocery and market has been damaged by fire at Lancaster, Wis.

W. H. McNitt has let the contract for a new meat market at Fort Atkinson, Wis.

The meat market of Wm. Merbach has been destroyed by fire at Bellingham, Minn.

Joseph Rachor has purchased the meat business of Horace Ogden at Bridgeton, N. J.

C. A. Wagener sold his butcher shop to J. Kelley and L. V. O'Neill at Parker, Minn.

E. Larson sold a half interest in his

meat business to J. Kerich at Little Falls, Minn.

James Kubst, of Crete, has purchased an interest in the Public market at Lincoln, Nebr.

G. L. Waith has purchased a half interest in R. E. Jones' meat market at Falconer, N. Y.

K. Schneider has sold his meat market to S. Fossum and H. O. Buchholtz at Zumwalt, Minn.

Manguson Himmingsen has purchased the meat market of H. O. Petersen at Marquette, Nebr.

James King has succeeded A. F. Kesterson as proprietor of the latter's meat market at Thomas, Okla.

The Santa Maria Meat Company will shortly make extensive improvements to its place at Santa Maria, Cal.

Royal Spalding will shortly open a first-class meat market in the Leach building on Main street, Waurika, Okla.

Tony Edwards has purchased the interest of Otto H. Siewert in the Siewert & Edwards meat market at Grand Rapids, Wis.

The C. F. Tuck Company has been incorporated at Milwaukee, Wis., with a

capital of \$25,000. It will engage in the retail meat business.

The Bogan market, Dallas, Tex., has been organized with a capital of \$2,000. The incorporators are I. M. Bogan, H. Flippin and W. G. Miller.

George Sherman has opened a meat market at Rosedale avenue and Southwest boulevard, Rosedale, Kans., which he calls the West End meat market.

Roy D. Jones, formerly connected with several of the largest packers in the country, has purchased the Pueblo Market & Grocery Company, 809 Main street, Pueblo, Colo.

Adolph Prejean, Beaumont, Tex., a meat dealer, has filed a voluntary petition in bankruptcy in the United States District court of that city. His schedule shows assets of \$4,150, liabilities of \$3,963, and claims \$800 as exempt.

Retail meat dealers of Madison, Wis., have organized and elected the following officers: Oswald Nesvig, president; William Bluteau, first vice-president; W. F. Hupprich, second vice-president; C. Courtney, financial secretary; John Jordan, recording secretary; Andrew Goeden, treasurer; and John Hartmeyer, F. L. Kopp and William Stehr, trustees.

### At Last—An All-Temperature Scale

The fact that scales would not weigh the same in all degrees of temperature was so until Chatillon experts designed the

### CHATILLON THERMOSEAL SCALE

This Scale WILL weigh accurately in any degree of temperature, because of a special thermostatic device. The Scale will perform correctly even should the room in which it is used have a wide range of temperature in a single day.

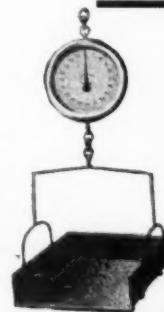
\* The Thermoseal scale is made in a number of designs and sizes. Complete information upon request.

**JOHN CHATILLON & SON<sup>®</sup>**

Established 1835

85 Cliff Street

New York City



# New York Section

Thos. E. Wilson, president of Wilson & Company, was in New York this week.

R. L. James, head of the Chicago offices of Vestey Bros., was in New York this week.

The International Fertilizer Corporation of this city has been granted leave to increase its capital from \$200,000 to \$10,000,000.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending Saturday, March 6th, 1920, on shipments sold out, ranged from 12.00 to 19.00 cents a pound and averaged 16.71 cents a pound.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during week ending March 5, 1920: Meat—Manhattan, 8,530 lbs.; The Bronx, 23 lbs.; Richmond, 15 lbs.; total, 8,568 lbs. Fish—Manhattan, 2,550 lbs.; Queens, 4 lbs.; total, 2,554 lbs. Poultry and Game—Manhattan, 2,291 lbs.; total, 2,291 lbs.

The Quartermaster Corps of the War Department has just issued a bulletin giving notice of another sale of a large quantity of surplus food supplies, through the Surplus Property Division at Washington, D. C.; sales to close on March 20. Among other items are 250,000 pounds of fresh, frozen mutton, stored at New York; 168,000 tins of beef, potted,  $\frac{1}{4}$ -pound tins, 48 to a case, stored at Brooklyn; 3,000,000 pounds of fresh, frozen beef, stored at Chicago; and 400,000 pounds of fresh, frozen pork shoulders, stored at New York.

#### NOTES OF PHILADELPHIA.

W. J. Pritchard, special representative of the Harris Abattoir Company, of Toronto, Canada, was a visitor to Philadelphia for a few days last week, making his headquarters at the office of F. C. Rogers, the well-known provision and oil broker.

It's old news to Philadelphia, but slow New York will be interested in knowing that their old friend, Joe Lyons, the veteran of the Armour staff on North Delaware avenue, is a superlatively happy grandfather. That is probably the reason he wears that wide grin that never comes off.

J. W. Morris of the Chicago Packing Company was a visitor to Philadelphia last week and while there made himself very much at home in Frank Roger's office, which was agreeable to all parties concerned. The place, at 267 North Front street, appears to be a popular office these days for out-of-town visitors.

One of the prominent business men of Philadelphia said to The National Provisioner representative recently: "It gives

me a great deal of pleasure to pay for The National Provisioner each year, because I consider your publication is a great deal of benefit to me. There is not a week passes by that I do not find something of interest or value to me in your columns."

They're off on their annual pilgrimage—John J. Felin, W. T. Riley and a few of their accomplices of the Whittemarsh Country Club—to the different golf courses near Jacksonville, Tampa and other places in Florida. This event is looked forward to eagerly each year by these gentlemen, who find the keenest enjoyment in their favorite sport. Besides, it helps John to take on weight and W. T. to take it off.

Because a man has an alias is no reason to suppose he is leading a double life—meaning the "Lard Baby" of the Philadelphia Bourse, sometimes known as Frank C. Reed, who sure does know lard. He also knows how to put obstreperous conductors where they belong. It is said also his young hopeful has an idea that he can "take pop into camp." The boy is husky and ambitious, but Reed pere simply grins and says nothing.

New ideas in the R. J. Maynes Co., Inc., at 3034 Market street, Philadelphia, and the up-to-date business ideas of Leo A. Werntz, secretary and treasurer, are making this a busy establishment these days, because the high-class retail butcher trade and the high-class hotel keepers along the Jersey Coast know they can find the finest quality of goods at all times in the Maynes

coolers. Mr. Werntz has made it his business to tell them this. That's how they know. Was it Bobby Burns who said, "If you're looking for business, don't whisper it down a well; but if you're looking for the dollar, get up in a tree and holler?"

#### BUCKLEY OPENS IN PHILADELPHIA.

S. M. Buckley & Company, consignees and brokers in fresh meats and provisions, of 122-124 North Delaware avenue, Philadelphia, Pa., started business this year, and from all reports they are getting a good, liberal share of the trade. Mr. Buckley, the active head of this concern, has had fifteen years' experience in the business, the past five of which have been spent with Wilson & Company of Philadelphia as branch manager and district inspector. Mr. Buckley is very well known to the trade and has a faculty of making every customer a friend, which is very important in his line of business. That is where his genial personality comes in, and with his years of experience he is in a position to handle any kind of business along his particular line, as conditions and markets are thoroughly understood by him from every angle. The plant on Delaware avenue, Philadelphia, has been thoroughly overhauled and renovated and compares favorably with any establishment of its kind in Philadelphia.

#### WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed fresh meats quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, March 11, 1920, as follows:

	Chicago.	Boston.	New York.	Philadelphia.
<b>Fresh Beef—</b>				
STEERS:				
Choice .....	\$.....@.....	\$.....@.....	\$21.00@22.00	\$.....@.....
Good .....	19.00@21.50	19.50@20.00	19.00@20.00	19.00@20.00
Medium .....	17.50@18.50	18.50@19.00	17.00@18.00	18.00@19.00
Common .....	15.00@17.50	18.00@18.50	16.00@17.00	17.00@18.00
COWS:				
Good .....	16.00@17.50	16.50@17.00	16.00@17.00	17.00@18.00
Medium .....	15.00@16.00	15.50@16.00	15.00@16.00	15.00@16.00
Common .....	11.00@15.00	15.00@15.50	11.00@15.00	14.00@15.00
BULLS:				
Good .....	.....@.....	12.50@13.00	12.00@14.00	.....@.....
Medium .....	.....@.....	12.00@12.50	11.00@12.00	.....@.....
Common .....	10.00@10.50	11.00@11.50	10.50@11.00	10.00@12.00
<b>Fresh Lamb and Mutton—</b>				
LAMB:				
Choice .....	30.00@32.00	29.00@.....	27.00@28.00	30.00@32.00
Good .....	28.00@30.00	27.00@28.00	26.00@27.00	28.00@30.00
Medium .....	26.00@25.00	26.00@27.00	24.00@25.00	26.00@27.00
Common .....	23.00@26.00	25.00@26.00	22.00@24.00	23.00@26.00
YEARLING:				
Good .....	26.00@29.00	.....@.....	.....@.....	.....@.....
Medium .....	21.00@26.00	.....@.....	.....@.....	.....@.....
MUTTON:				
Good .....	22.50@23.50	20.00@21.00	18.00@20.00	20.00@23.00
Medium .....	20.00@22.00	18.00@19.00	17.00@18.00	17.00@19.00
Common .....	17.00@20.00	15.00@18.00	13.00@15.00	14.00@16.00
<b>Fresh Veal—</b>				
Choice .....	26.00@28.00	.....@.....	.....@.....	.....@.....
Good .....	23.00@26.00	.....@.....	27.00@28.00	23.00@24.00
Medium .....	21.00@23.00	15.00@17.00	24.00@25.00	20.00@22.00
Common .....	17.00@21.00	14.00@15.00	20.00@22.00	14.00@18.00
<b>Fresh Pork Cuts—</b>				
LOINS:				
8-10-lb. average .....	36.00@32.00	29.00@30.00	28.00@29.00	27.00@28.00
10-12-lb. average .....	28.00@31.00	28.00@29.00	27.00@28.00	26.00@27.00
12-14-lb. average .....	25.00@28.00	26.00@27.00	25.00@26.00	25.00@26.00
14-lb. over .....	23.00@25.00	23.00@25.00	23.00@24.00	22.00@25.00
SHOULDERS:				
Skinned .....	21.00@22.00	.....@.....	20.00@21.00	21.00@23.00
PICNICS:				
4-6-lb. average .....	18.00@20.00	19.00@20.00	.....@.....	19.00@20.00
6-8-lb. average .....	17.00@18.00	18.00@19.00	19.00@20.00	18.00@19.00
8-lb. over .....	16.00@18.00	17.00@17.50	.....@.....	.....@.....
BUTTS:				
Boneless .....	.....@.....	.....@.....	28.00@29.00	.....@.....
Boston style .....	24.00@26.00	.....@.....	25.00@26.00	24.00@25.00

\*Veal prices "hide on" at Chicago and New York.

**SHOW CONSUMER WHAT TO BUY.**

(Continued from page 17.)

loins (whence come fine steaks) have been selling wholesale as high as 69 cents a pound; while the best grade chuck from the identical steer have been selling at 15 cents. The chuck portion was raised on the same feed as the loin portion. It would yield nutritious steaks, tasty roasts, pot roasts, stews, and corned beef.

"Table d'hôte luncheon menus very clearly show that the metropolitan hotels have learned the advantage of using inexpensive cuts. The great majority of the meat dishes in the table d'hôte luncheons of many well-known hotels and restaurants are made from inexpensive cuts. Husbands order and enjoy at luncheon portions of meat which their wives rarely or never buy for the home table.

**Housewife Holds the Remedy.**

"The housewife holds in her own hand the remedy for very high meat prices. By turning away from the expensive to the inexpensive cuts she not only will lower her own meat bills, but will drive down the price of the choice cuts; furthermore, she will make it possible for meat to be merchandized more economically. With the present unequal demand for the various cuts at retail, some meat is diverted to other than its natural uses and other meat is wasted. This loss is ultimately borne by the consumer.

"The Department of Justice purposes with the aid of the consumer to correct this situation. Fair Price Commissioners in every state will be asked to direct and take part in the campaign of education. The matter will be brought to the attention of civic clubs and women's organizations. Retailers, wholesalers, and packing companies throughout the country will be asked to appoint conference committees to co-operate with the Fair Price Commissioners. Recipes, charts and posters will be prepared and distributed widely. Specific weeks will be designated in various parts of the country for featuring the inexpensive cuts.

"The Department of Justice will keep a close eye on market conditions to make sure that the consumer receives good meat at low prices, and that, if the con-

sumer turns to the cheaper cuts, no illicit profit shall be taken thereon. Equalization of demand should make for better merchandising and a lower level of prices. At the present time hind-quarters of beef are selling for 10 cents a pound more than fore-quarters of beef. Many persons seem to want the meat which can be prepared with least trouble—regardless of price."

**DRYERS-EVAPORATORS-PRESSES  
RENDERING TANKS AND  
BY-PRODUCT MACHINERY**  
**THE AMERICAN BY-PRODUCT MACHINERY CO.**

26 Cortlandt St., New York

**Were we to say****Take This Hundred Dollars**

you'd laugh at us. So we won't say it.

But we will save you that much in two months' time on a

**PACKER'S TRAVELING  
TABLE BAND SAW**

Write today for full particulars to

**JONES SUPERIOR MACHINE CO.**

Eastern Office  
136 Liberty Street  
New York City

1258-72 W. North Ave.,  
Chicago, Illinois

**LARD CANS**  
**PLAIN and LITHOGRAPHED**

A HIGH GRADE CAN WITH YOUR BRAND LITHOGRAPHED IN BRIGHT, SHARP COLORS, IS AN ADVERTISEMENT FOR YOUR BUSINESS LONG AFTER THE ORIGINAL CONTENTS HAVE BEEN REMOVED.

**PLATT & CO., Inc.** KEY HIGHWAY  
BALTIMORE, MD.

**LARD PAILS**  
OF  
**SUPERIOR QUALITY**  
AT  
**REASONABLE PRICES**  
FOR  
**PROMPT SHIPMENT**

**WHEELING CAN DEPARTMENT**  
**WHITAKER-GLESSNER COMPANY**  
WHEELING, WEST VIRGINIA

Chicago Office: 1966 Conway Bldg., 111 W. Washington Street.  
Telephone Main 5175

Chicago Representative: Mr. Sydney J. Davies, District Sales Manager

**CAPE FEAR PACKING COMPANY**  
Wilmington, North Carolina  
**PORK AND BEEF PACKERS**

We solicit inquiries, especially for fresh and frozen meats in straight or mixed carloads

Cross and Robinson Codes

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, common to choice.....	9.50@14.40
Oxen.....	7.00@14.00
Bulls.....	7.00@11.00
Heifers.....	11.75@13.25
Cows.....	3.75@11.50

## LIVE CALVES.

Calves, prime.....	23.75@24.00
Calves, barnyard.....	7.50@ 9.50
Calves, fed.....	10.00@12.00
Calves, culs.....	12.00@16.00
Calves, yearlings.....	6.00@ 7.00
Calves, Western.....	9.00@12.00

## LIVE SHEEP AND LAMBS.

Lambs, prime.....	20.50@20.75
Lambs, common to good.....	16.00@20.00
Lambs, culs.....	14.00@16.00
Lambs, yearlings.....	14.00@16.00
Sheep, wethers.....	12.50@13.00
Sheep, ewes, prime.....	11.75@12.00
Sheep, ewes, common to good.....	8.00@11.50
Sheep, culs.....	5.50@ 7.50

## LIVE HOGS.

Hogs, heavy.....	@15.25
Hogs, medium.....	@16.25
Hogs, 140 lbs.....	@16.25
Pigs.....	@15.50
Roughs.....	@13.60

## DRESSED BEEF.

Choice native, heavy.....	22 @23
Choice native, light.....	21 @23
Native, common to fair.....	18 1/2 @20

## WESTERN DRESSED BEEF.

Choice native, heavy.....	18 @19
Choice native, light.....	17 @18
Native, common to fair.....	16 @17
Choice Western, heavy.....	17 @18
Choice Western, light.....	16 @17
Common to fair, Texas.....	15 @16
Good to choice heifers.....	18 @19
Common to fair heifers.....	16 @17
Choice cows.....	14 1/2 @15 1/2
Common to fair cows.....	18 @14
Fresh Bologna, bulls.....	13 1/2 @14 1/2

## BEEF CUTS.

Western.	City.
No. 1 ribs.....	20 @24
No. 2 ribs.....	23 @25
No. 3 ribs.....	18 @20
No. 1 loins.....	30 @32
No. 2 loins.....	26 @36
No. 3 loins.....	20 @31
No. 1 hinds and ribs.....	26 @28
No. 2 hinds and ribs.....	24 @25
No. 3 hinds and ribs.....	23 @23 1/2
No. 1 rounds.....	@20
No. 2 rounds.....	@17
No. 3 rounds.....	@15
No. 1 chuck.....	@13 1/2
No. 2 chuck.....	@11
No. 3 chuck.....	@ 9

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	32 @33
Veals, country dressed, per lb.....	28 @29
Western calves, choice.....	28 @29
Western calves, fair to good.....	24 @25
Grassers and buttermilks.....	18 @20

## DRESSED HOGS.

Hogs, heavy.....	22 @23
Hogs, 180 lbs.....	22 @23
Hogs, 160 lbs.....	22 1/2 @23
Hogs, 140 lbs.....	23 @24
Pigs.....	24 @25

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	32 @33
Lambs, choice.....	30 @32
Sheep, choice.....	20 @22
Sheep, medium to good.....	17 @18
Sheep, culs.....	11 @12

## PROVISIONS.

(Jobbing Trade.)	
Smoked hams, 10 lbs, avg.....	31 @32
Smoked hams, 12 to 14 lb, avg.....	30 @31
Smoked picnics, light.....	22 @23
Smoked picnics, heavy.....	20 @21
Smoked shoulders.....	22 @23
Smoked beef tongue, per lb.....	48 @52
Smoked bacon (rib in).....	38 @40
Dried beef sets.....	48 @52
Pickled bellies, heavy.....	28 @30

## FRESH PORK CUTS.

Fresh pork loins, city.....	27 @23
Fresh pork loins, Western.....	25 @31

## THE NATIONAL PROVISIONER

No. 1 heavy kips, 18 lbs. and over.....	@10.75
No. 2 heavy kips, 18 lbs. and over.....	@10.60
Branded kips.....	@ 8.75
Heavy branded kips.....	@ 9.25
Ticky kips.....	@ 8.75
Heavy tacky kips.....	@ 9.25

## All skins must have tail bone cut.

## DRESSED POULTRY.

Turkeys—Dry packed—barrels—	
W'n, dry picked, hens and toms, selected.....	@52
Western, dry picked, fair to good.....	@50
Western, old hens.....	@48
Western, old toms.....	@44

## Chickens—Fresh—Dry packed—soft meated

## 12 to 15 lbs.

W'n, milk fed, 31 to 36 lbs. to doz., lb. 36	@37
W'n, milk fed, 37 to 42 lbs. to doz., lb. 36	@37
W'n, milk fed, 43 to 47 lbs. to doz., lb. 36	@37
W'n, milk fed, 48 lbs. to doz.....	@37
W'n, milk fed, 60 lbs. and over to doz., lb. 38	@39
W'n, milk fed, stags, 4 lbs. and over.....	@32
W'n, milk fed, stags, under 4 lbs.....	@31
W'n, corn fed, 31 to 36 lbs. to doz., lb. 34	@33
W'n, corn fed, 4 lbs. each.....	@35
W'n, corn fed, 5 lbs. each and over.....	@36
W'n, corn fed, 5 lbs. each, under 4 lbs.....	@35
W'n, corn fed, 6 lbs. each and over.....	@30
W'n, corn fed, 7 lbs. each and over.....	@31
W'n, corn fed, 8 lbs. each and over.....	@30
W'n, corn fed, 9 lbs. each and over.....	@31
W'n, corn fed, 10 lbs. each and over.....	@32
W'n, corn fed, 11 lbs. each and over.....	@33
W'n, corn fed, 12 lbs. each and over.....	@34
W'n, corn fed, 13 lbs. each and over.....	@35
W'n, corn fed, 14 lbs. each and over.....	@36
W'n, corn fed, 15 lbs. each and over.....	@37
W'n, corn fed, 16 lbs. each and over.....	@38
W'n, corn fed, 17 lbs. each and over.....	@39
W'n, corn fed, 18 lbs. each and over.....	@40
W'n, corn fed, 19 lbs. each and over.....	@41
W'n, corn fed, 20 lbs. each and over.....	@42

## Chickens—Fresh—dry packed—soft meated

## barrels,

W'n, milk fed, 5 to 6 lbs. to pair, lb. 32	@32
W'n, milk fed, 4 lbs. each.....	@35
W'n, milk fed, 5 lbs. each and over.....	@36
W'n, milk fed, stags, 4 lbs. and over.....	@30
W'n, milk fed, stags, under 4 lbs.....	@28
W'n, corn fed, 5 to 6 lbs. to pair, lb. 31	@32
W'n, corn fed, 4 lbs. each.....	@34
W'n, corn fed, 5 lbs. each and over.....	@35
W'n, corn fed, stags, 4 lbs. and over.....	@28
W'n, corn fed, stags, under 4 lbs.....	@26
W'n, corn fed, 6 lbs. each and over.....	@30
W'n, corn fed, 7 lbs. each and over.....	@31
W'n, corn fed, 8 lbs. each and over.....	@32
W'n, corn fed, 9 lbs. each and over.....	@33
W'n, corn fed, 10 lbs. each and over.....	@34
W'n, corn fed, 11 lbs. each and over.....	@35
W'n, corn fed, 12 lbs. each and over.....	@36
W'n, corn fed, 13 lbs. each and over.....	@37
W'n, corn fed, 14 lbs. each and over.....	@38
W'n, corn fed, 15 lbs. each and over.....	@39
W'n, corn fed, 16 lbs. each and over.....	@40
W'n, corn fed, 17 lbs. each and over.....	@41
W'n, corn fed, 18 lbs. each and over.....	@42
W'n, corn fed, 19 lbs. each and over.....	@43
W'n, corn fed, 20 lbs. each and over.....	@44
W'n, corn fed, 21 lbs. each and over.....	@45
W'n, corn fed, 22 lbs. each and over.....	@46
W'n, corn fed, 23 lbs. each and over.....	@47
W'n, corn fed, 24 lbs. each and over.....	@48
W'n, corn fed, 25 lbs. each and over.....	@49
W'n, corn fed, 26 lbs. each and over.....	@50
W'n, corn fed, 27 lbs. each and over.....	@51
W'n, corn fed, 28 lbs. each and over.....	@52
W'n, corn fed, 29 lbs. each and over.....	@53
W'n, corn fed, 30 lbs. each and over.....	@54
W'n, corn fed, 31 lbs. each and over.....	@55
W'n, corn fed, 32 lbs. each and over.....	@56
W'n, corn fed, 33 lbs. each and over.....	@57
W'n, corn fed, 34 lbs. each and over.....	@58
W'n, corn fed, 35 lbs. each and over.....	@59
W'n, corn fed, 36 lbs. each and over.....	@60
W'n, corn fed, 37 lbs. each and over.....	@61
W'n, corn fed, 38 lbs. each and over.....	@62
W'n, corn fed, 39 lbs. each and over.....	@63
W'n, corn fed, 40 lbs. each and over.....	@64
W'n, corn fed, 41 lbs. each and over.....	@65
W'n, corn fed, 42 lbs. each and over.....	@66
W'n, corn fed, 43 lbs. each and over.....	@67
W'n, corn fed, 44 lbs. each and over.....	@68
W'n, corn fed, 45 lbs. each and over.....	@69
W'n, corn fed, 46 lbs. each and over.....	@70
W'n, corn fed, 47 lbs. each and over.....	@71
W'n, corn fed, 48 lbs. each and over.....	@72
W'n, corn fed, 49 lbs. each and over.....	@73
W'n, corn fed, 50 lbs. each and over.....	@74
W'n, corn fed, 51 lbs. each and over.....	@75
W'n, corn fed, 52 lbs. each and over.....	@76
W'n, corn fed, 53 lbs. each and over.....	@77
W'n, corn fed, 54 lbs. each and over.....	@78
W'n, corn fed, 55 lbs. each and over.....	@79
W'n, corn fed, 56 lbs. each and over.....	@80
W'n, corn fed, 57 lbs. each and over.....	@81
W'n, corn fed, 58 lbs. each and over.....	@82
W'n, corn fed, 59 lbs. each and over.....	@83
W'n, corn fed, 60 lbs. each and over.....	@84
W'n, corn fed, 61 lbs. each and over.....	@85
W'n, corn fed, 62 lbs. each and over.....	@86
W'n, corn fed, 63 lbs. each and over.....	@87
W'n, corn fed, 64 lbs. each and over.....	@88
W'n, corn fed, 65 lbs. each and over.....	@89
W'n, corn fed, 66 lbs. each and over.....	@90
W'n, corn fed, 67 lbs. each and over.....	@91
W'n, corn fed, 68 lbs. each and over.....	@92
W'n, corn fed, 69 lbs. each and over.....	@93
W'n, corn fed, 70 lbs. each and over.....	@94
W'n, corn fed, 71 lbs. each and over.....	@95
W'n, corn fed, 72 lbs. each and over.....	@96
W'n, corn fed, 73 lbs. each and over.....	@97
W'n, corn fed, 74 lbs. each and over.....	@98
W'n, corn fed, 75 lbs. each and over.....	@99
W'n, corn fed, 76 lbs. each and over.....	@100
W'n, corn fed, 77 lbs. each and over.....	@101
W'n, corn fed, 78 lbs. each and over.....	@102
W'n, corn fed, 79 lbs. each and over.....	@103
W'n, corn fed, 80 lbs. each and over.....	@104
W'n, corn fed, 81 lbs. each and over.....	@105
W'n, corn fed, 82 lbs. each and over.....	@106
W'n, corn fed, 83 lbs. each and over.....	@107
W'n, corn fed, 84 lbs. each and over.....	@108
W'n, corn fed, 85 lbs. each and over.....	@109
W'n, corn fed, 86 lbs. each and over.....	@110
W'n, corn fed, 87 lbs. each and over.....	@111
W'n, corn fed, 88 lbs. each and over.....	@112
W'n, corn fed, 89 lbs. each and over.....	@113
W'n, corn fed, 90 lbs. each and over.....	@114
W'n, corn fed, 91 lbs. each and over.....	@115
W'n, corn fed, 92 lbs. each and over.....	@116
W'n, corn fed, 93 lbs. each and over.....	@117
W'n, corn fed, 94 lbs. each and over.....	@118
W'n, corn fed, 95 lbs. each and over.....	@119
W'n, corn fed, 96 lbs. each and over.....	@120
W'n, corn fed, 97 lbs. each and over.....	@121
W'n, corn fed, 98 lbs. each and over.....	@122
W'n, corn fed, 99 lbs. each and over.....	@123

